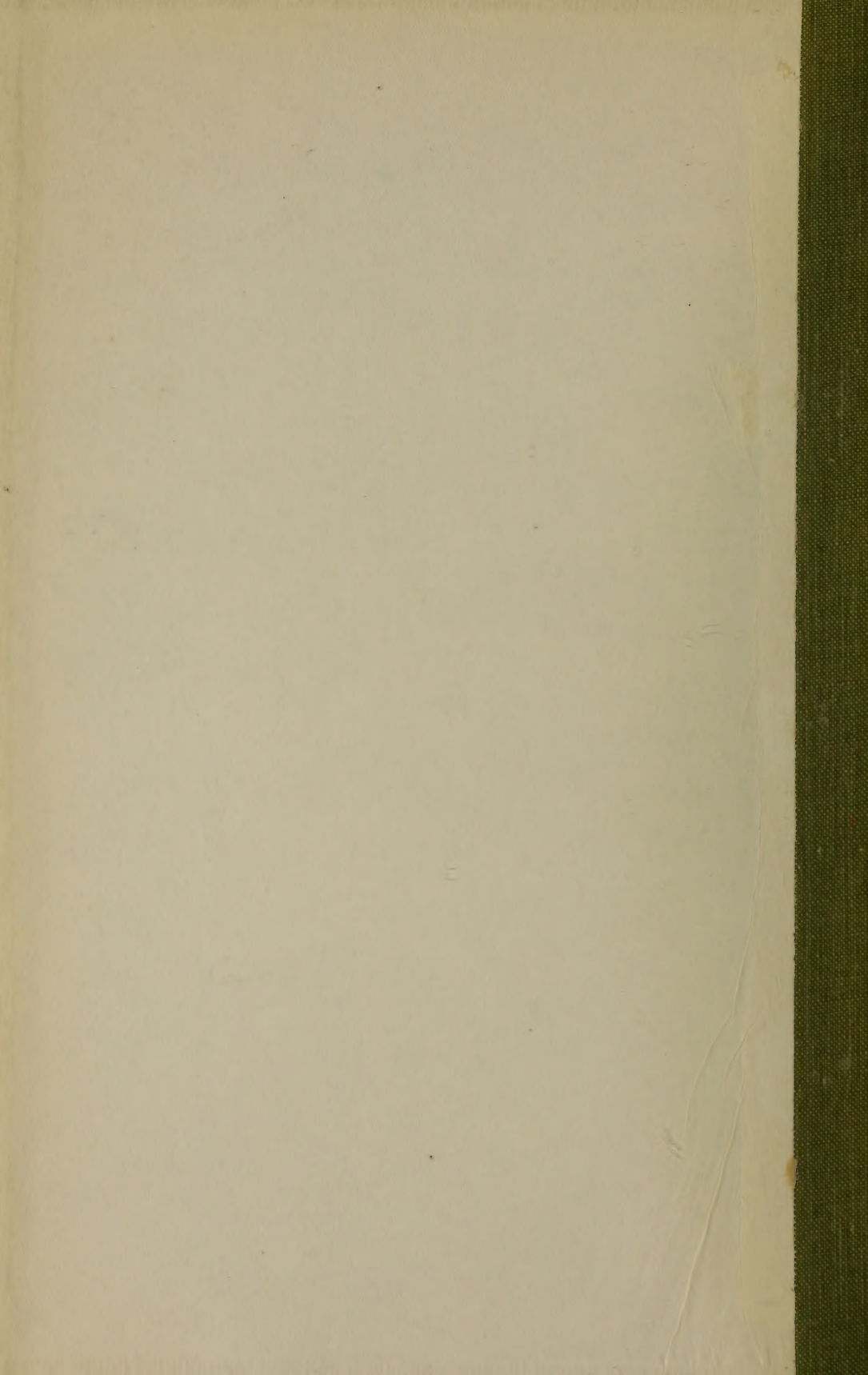
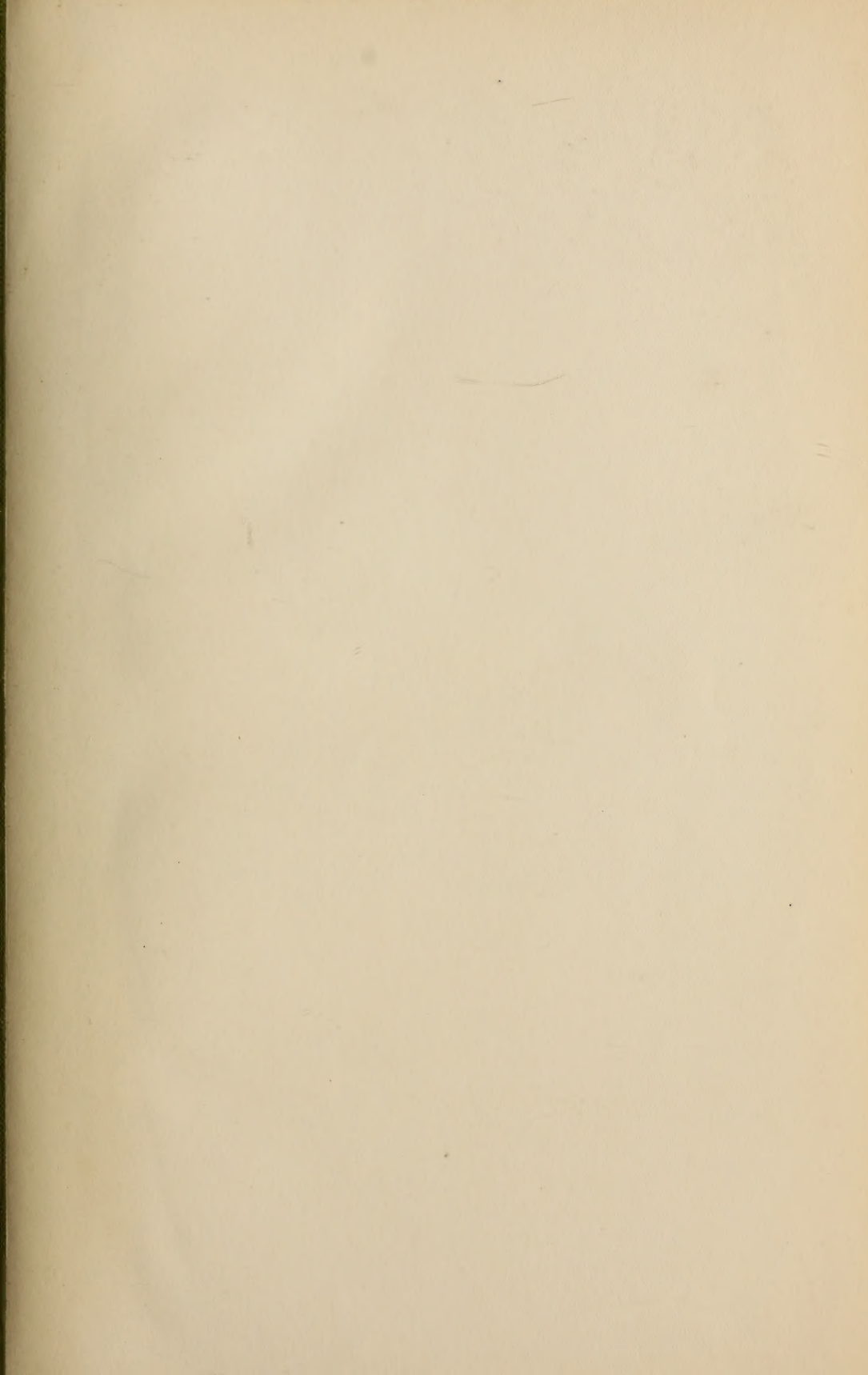
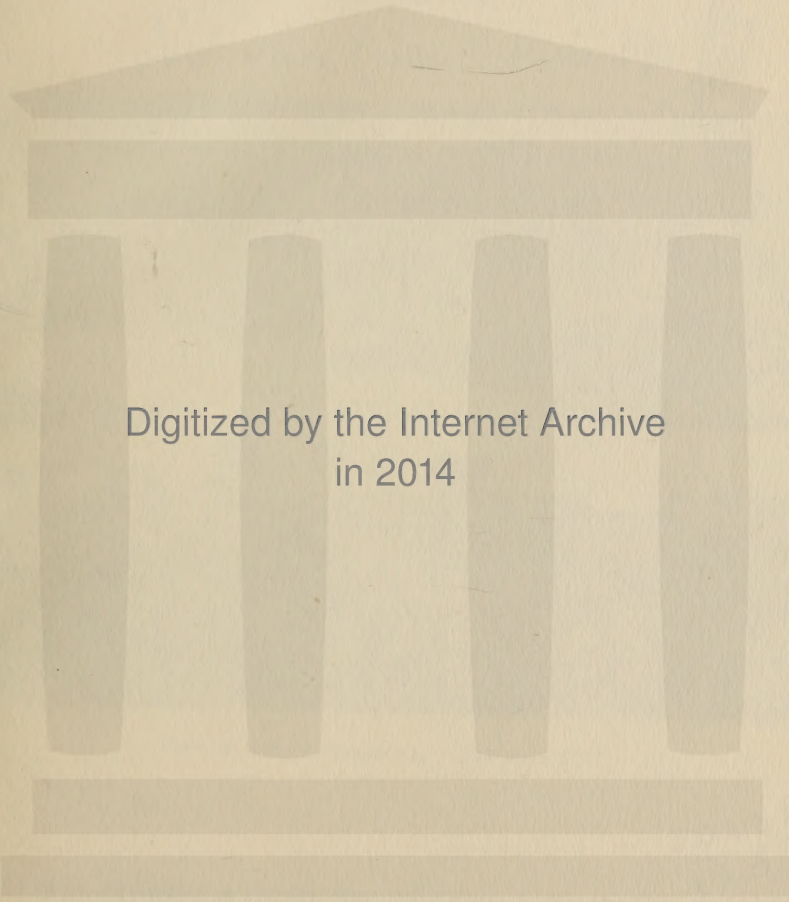


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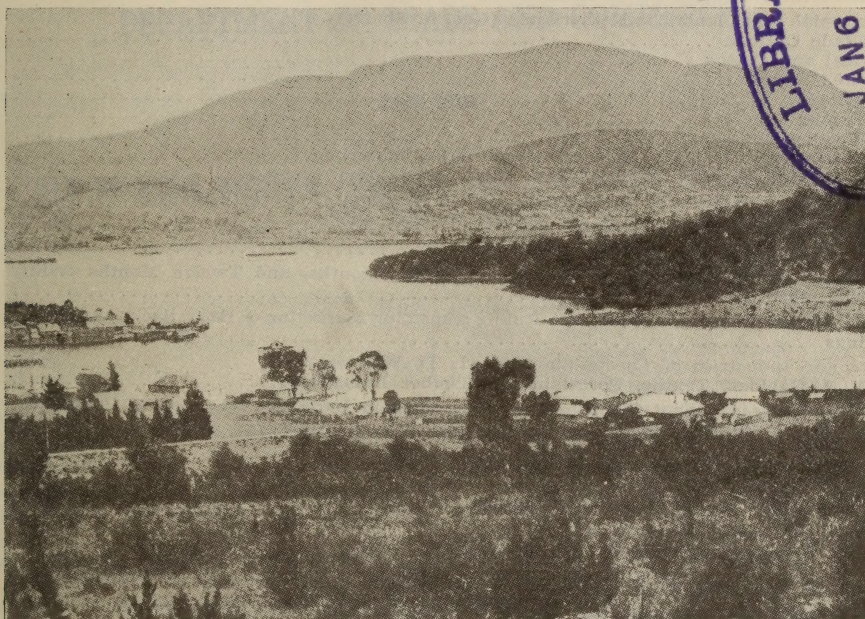
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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa

Monday, January 3, 1921

No. 883

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The public generally is under the impression that when a Trade Commissioner has collected the names of buyers and placed them in touch with Canadian exporters, his work is finished. Many hold the belief that only business men should be sent abroad as Trade Commissioners to represent Canada. They overlook the fact that a successful business man as a rule is familiar only with one line of business, whereas Trade Commissioners must familiarize themselves with the conditions surrounding the export trade of every commodity produced in Canada. Others believe that a Trade Commissioner should enter actively into the sale of goods consigned to him by exporters, quite overlooking the obvious fact that the Department and the Government would at times become involved in liabilities, responsibilities and difficulties and possible litigation, which is not within the province of Governments to risk incurring except in times of national emergency.

The many activities of a Trade Commissioner render it of first importance that he should be possessed of the highest possible intelligence to enable him to discuss every line of business, in view of the widely diverse information which is required of him. No thought is given by the public to the many intricate problems a Trade Commissioner has to study in tariffs, exchange, ocean and inland freights, insurance, supply and demand, etc.

The statement appended hereto, of possible services, is issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

Apologies are due in its preparation to the Federation of British Industries who have issued a circular to their members with regard to their foreign representatives, which in a large measure admirably states the same class of assistance Trade Commissioners can give Canadian manufacturers and exporters. The circular referred to therefore has been used as the basis in its adaptation to the services of Trade Commissioners.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Weekly Bulletin* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and future demand of their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports of foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents.
- (b) Give every possible assistance to such agents, and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information when so requested, as to the activities of agents appointed by Canadian exporters.

ADVERTISING

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., adapting them to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) By distributing trade literature, which will be done at the lowest cost.

GENERAL

- 4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting shipping accommodation, storage arrangements overseas, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade-marks or patent rights; and advise on registration.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE COMMERCIAL INTELLIGENCE BRANCH

Copies of the tariffs of British Honduras and of Trinidad and Tobago, which have been published in the *Weekly Bulletin*, have now been reprinted and may be obtained by interested Canadian manufacturers on application to the Commercial Intelligence Branch, Department of Trade and Commerce.

Copies of the Invoice Requirements and other regulations regarding imports for the following countries, originally published in the *Weekly Bulletin*, have also been reprinted and may be obtained on application: Australia, Great Britain, South Africa, Argentina, Newfoundland, Japan, China, Hong Kong, Siam, Cuba, Trinidad and Tobago, and Holland.

INTERNATIONAL ADVERTISING EXHIBITION IN LONDON

TRADE COMMISSIONER HARRISON WATSON

London, December 3, 1920.—In view of the considerable difference of opinion now held as to the commercial value of exhibitions, it is interesting to record the great success achieved by the International Advertising Exhibition which is being held in London during the present week.

Indeed, while the Chairman stated at an inaugural luncheon held early in the autumn that the success of the exhibition was already assured, few of those present could have anticipated the enormous crowds which have filled the White City at Shepherd's Bush, which has been resuscitated as a centre of exhibitions by the present display after an interval of several years.

ADVERTISING ADVERTISING

The object of the exhibition is avowedly to advertise advertising, and the inception and organization of the scheme is due to the Thirty Club of London, founded some twelve years ago by the principal advertising agencies, which in the present venture has enjoyed the whole-hearted support of the press of the United Kingdom, which powerful combination has secured the co-operation of every means which experience and ingenuity can suggest for the furtherance of propaganda.

The immediate reason for the holding of the exhibition was to supplement efforts which have been made, particularly recently, to spread a more universal knowledge of British goods and their quality, and incidentally to create a greater demand for them in the markets of the world.

That the exhibition has been attractive as far as attendance is concerned there can be no doubt, because the entrance has been besieged almost daily by two queues, several deep and extending several hundred yards from the solitary entrance, with the result that the exhibition itself has been so overcrowded that it has been difficult to examine the exhibits.

A special reason for this has undoubtedly been the means adopted by the management to stimulate public interest, because not only did they organize a procession of cars displaying well-known advertisements which paraded the chief streets of the metropolis on the Saturday before the opening, but the appetite of the public was further whetted by the announcement that each paying visitor was entitled to participate in the free distribution of 100,000 articles provided by manufacturers for a so-called "Lucky Dip".

The response has been so overwhelming that the organizers decided that in the interests of business, arrangements must be made whereby business men could really see the exhibits, and visit the stalls; and for this purpose the charge of admission on Friday, the 3rd December, was raised from 1s. to 5s.

The display may be generally said to consist of a number of stands and rooms occupied by advertising agencies, newspapers and other publications, and the manufacturers of proprietary articles and similar goods of which extensive advertising has created a general knowledge, and these are supplemented by certain models, posters, collections of historical interest, advertising novelties, and other features.

CANADIAN REPRESENTATION

As far as Canada is concerned, there is no indication of Canadian newspapers, with the exception of the stand of Messrs. Thomas Skinner & Co., which include the *Canadian Gazette* among their publications; and another stall is occupied by the Adanac solid rubber filling for motor tyres which is connected with Canada, although the material shown is actually being made at a factory close to London.

As it is already reported that the success of the present venture will result in further advertising exhibitions being held, the opportunities afforded deserve the attention of Canadian newspapers and advertising agencies which seek advertising from the United Kingdom.

While the suggestion was originally made that Canadian manufacturers should be invited to take space at the exhibition, experience indicates that the results would be only useful to manufacturers of widely advertised specialties.

In any case, the time intervening between the inception of the idea and the actual holding of the exhibition rendered it impossible for arrangements to be made for the sending over of goods from Canada.

A few weeks ago the Department of Overseas Trade decided to rent a favourably situated position close to the entrance of the exhibition, and made the suggestion to the Dominion representatives in London that they should acquire a share of the space for individual propaganda purposes.

As matters have turned out only Newfoundland and Canada accepted the invitation. While the space available is limited, the Overseas Branch of the Department of Trade and Commerce arranged with the Canadian National Railways for joint action, which has enabled a tasteful display of photographs, and a distribution of railway and Government propaganda literature, supplemented by a folder prepared by the Overseas Branch containing a list of the principal products which Canada offers to the world's markets, together with a list of the Canadian Government Trade Offices in the United Kingdom.

RESULTS ACHIEVED AT THE EXHIBITION

It is claimed that a large volume of advertising business has been secured, and while the visitor has no means of checking this, a definite instance of a result is the announcement this morning in the case of the Department of Overseas Trade.

It will be known that this department has for some time past agreed to lend its assistance to the organization of a tour of British manufactured goods throughout the Empire, upon the understanding that all expenses should be borne by the exhibitors.

Owing to a variety of difficulties there has been hesitation upon the part of manufacturers and others to participate, and up to last week, whereas 500 exhibitors were required to make the proposition financially sound, only 108 had definitely entered. It was announced yesterday that the full 500 exhibitors have been secured, which enables the Department of Overseas Trade to proceed at once with this important scheme.

There are 352 stands at the exhibition, which was formally opened on the 29th November, by Sir Robert Horne, President of the Board of Trade, and closes on December 4.

THE EXPORT OF CANADIAN ALSIKE SEED

An important Canadian seed house writing to the Commercial Intelligence Branch of the Department of Trade and Commerce in reference to prospects of an overseas demand for Canadian alsike seed, says:—

“Our experience this year not only with British but also with continental trade has been that there is little or no export demand. We have quoted in several instances to firms in Continental Europe only to be advised either that lower prices could be obtained in the United States or that the lack of capital debarred them from purchasing. The chief factor counting for lack of export of alsike this year is the fact that Canadian growers of alsike were not satisfied to accept the prices equivalent to those accepted by growers in the United States with the result that United States seed exporters could under-sell us in the foreign markets. The consequence was that wholesale seed houses had to discontinue purchasing and we are practically certain there are large stocks of alsike still in the hands of the growers, and as the time for exporting is now almost at a close, there seems little likelihood of it being disposed of this year.”

DISTURBING TRADE CONDITIONS IN AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, Australia, November 22, 1920.—In *Weekly Bulletin* No. 877 there appeared a brief resume of the causes leading up to the rather stringent financial conditions in Australia which, to the majority of importers, came as an unexpected development early in October and, in the interval, has in effect become more accentuated. As a number of cables have been received from Canada in regard to this temporary trading disability, the position, as this mail closes, is reviewed for general information in subsequent paragraphs.

The question of financing trade to Australia has been raised in the British House of Commons, through the temporary inability of the Australian banks in London to discount commercial paper, but the Treasury advised that there was no action the Government could usefully take to alleviate the position. It is known that further efforts are being made to arrange for credits until such time as this season's exports are available for realization in London, but as this mail closes, no pronouncement has been made.

Australian exporters with funds in London have benefited by obtaining premiums in Australia of up to 3 per cent for the transfer to other accounts. As an illustration, in one instance £103,000 was paid in Australia for the transfer of £100,000 in London, and such credits as may be available are in strong demand. Small transfers have realized even a higher premium.

Despite the appeal of the London Chamber of Commerce to the Associated Chambers of Commerce in Australia to influence the exportations of gold to alleviate the position, nothing has been accomplished in that direction, nor is the embargo on gold likely to be removed according to the view expressed by the Commonwealth Treasurer.

CANCELLATIONS OF ORDERS

In the meantime, cancellations of orders placed with oversea (including Canadian) manufacturers have been freely exercised by Australian buyers and in some quarters an endeavour has been made to repudiate shipments in transit, thus demonstrating the acute financial stringency even amongst some of the oldest and largest importing firms. The cancellations are general and are not confined to any special line of merchandise, and this office has knowledge of contracts for such diversified goods and products as Canadian dry goods, underwear, and lumber (of very considerable values) being annulled.

Letters of credit of considerable magnitude were established in oversea countries by Australian banks prior to the financial stringency becoming pronounced. These credits covering forward purchases, extending over a period of months, will be duly honoured, but when they are exhausted there is no immediate prospect of further credits for large amounts being available, although limited credits may, in some quarters, be obtained under special circumstances.

EXHAUSTION OF LETTERS OF CREDIT

Eliminating entirely goods which may be termed either "luxuries or of a non-necessitous character", there are products, such as lumber, which are indispensable to the progress of the Commonwealth. Since the inception of the exportation of lumber from the Pacific coast (both Canadian and United States), it has been the established practice of Australian importers to furnish purchasing letters of credit for both cargoes and outward freights, hence it is apparent that Canadian lumber

exporters (not acquainted with the circumstances) might, with some trepidation, view any proposed change in the old-established procedure as a reflection upon the financial stability of Australian firms to whom they had been making shipment over a long period of years.

When the present credits expire, the question is how Canadian exporters of lumber and other essential commodities are to be reimbursed for their shipment to Australia. It is anticipated that some shippers will be able to finance their usual trade (through the possible assistance of Canadian banks), but there are others who may be unable to find the necessary accommodation.

The unenviable position of such Australian importers as are of undoubted financial position being, most unexpectedly, refused the credits which had been hitherto fully extended to them is too obvious to require comment. Under the present financial stress, the Australian importers are powerless to furnish credits although they are in a position to pay (in Australia) for their goods ordered, but are unable to remit to oversea suppliers. Interviews with prominent bankers indicate that Australian banks would make collections and allow interest, at the rate of 4 per cent per annum, from the date of collection until the date of remitting, i.e., when the banks have acquired funds in London (probably in March or April, 1921).

If Canadian banks are disposed—under arrangement with their customers—to extend the accommodation necessary for maintaining exports from the Dominion to Australia, the temporary disability caused through buyers being unable to provide credits will be solved. If not, it is apparent that Canadian exportations to Australia—once current letters of credit are exhausted—will speedily show a marked diminution in quantities and contraction in values.

DIMINUTION IN OVERSEA TRADING

Further, the recently established service of fine cargo steamers inaugurated by the Canadian Government Merchant Marine from Vancouver to Melbourne and Sydney may have difficulty in obtaining outward loading unless some temporary method of financing the trade is evolved. Rarely has Australian commercial life had cause for being so perturbed through the immediate prospective financial outlook as at the present time. The question of paramount importance to leading importers is to provide payment in London for oversea commitments entered into prior to the stringency becoming apparent.

Few orders are going oversea, therefore the desired reduction in importations must perforce soon become an accomplished fact, but generally it is considered that within six months trade will again be upon a normal basis. Before that time it is anticipated that the effect of seasonable exportations of Australian products, such as wool, wheat, flour, meats, butter, etc., will have a salutary bearing upon the restoration of financial stability.

NO NEED FOR PESSIMISM

While these comments may be construed into conveying a pessimistic outlook for Australian trade, anything approaching lack of confidence in the Commonwealth and its wonderful recuperative powers is to be deprecated. The small traders and mushroom importers (products of the war) will, to a great extent, be compelled to cease their activities, but the old-established commercial houses will withstand any temporary setback. Merchants are sensible of the position and freely admit that excessive importations and comparatively limited exports during the last six months have been the contributing causes of the temporary depletion of Australian funds in London. The current season throughout the Commonwealth is an exceptionally good one, and when the exports of primary products, at prices much above prewar rates, will be realized upon in London, the financial situation will be relieved.

TRADE AND FISCAL NOTES FROM AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Gold Yield from Australian Mines Being Exported

Melbourne, November 22, 1920.—The license granted to the Australian Gold Producers' Association to export gold produced by its members has been renewed until July 31, 1921. The association, from its mines, has exported considerable quantities of gold, and in October sold 164,700 fine ounces to the National City Bank, New York, at £5 16s. 8d. per fine ounce f.o.b. steamer at Sydney, N.S.W.

With authority from the Commonwealth Government to export and sell gold in the best markets, the association earned a premium of, approximately, £540,000 during the current half year. The proceeds of sales, whether made in the United States, India or elsewhere, are payable in London by telegraphic transfer towards the assistance of credits which Australia requires there. It may be emphasized that while the exportation of gold is limited to the current yield, the Commonwealth Government has no intention of permitting the existing reserve of gold coin to be encroached upon or allowing any of the note reserve to be exported.

Australian Customs Regulation Important to Canadian Exporters

The following regulation to importers has recently been issued by the Australian Department of Trade and Customs:—

"Notice is hereby given that on and after 1st February, 1921, delivery of goods on deposit of duty on estimated values in the absence (non-arrival) of invoices will not be permitted unless in exceptional circumstances. In such exceptional cases a statutory declaration will be required from a principal of the importing firm that the invoices have not been received and setting out the description of goods, country of origin, estimated fair market value for home consumption in country of export and purchase price, together with the source of such information. The importer will also be required to produce corroborative evidence of his estimated value for the goods. Delivery will then be given on deposit of duty on such estimated value plus 50 per cent increase or such further increase as may be considered necessary to protect the revenue and ensure production of the necessary invoices, etc. This notice is given in order to enable importers to take steps to ensure receipt of documents from consignors in ample time."

Hitherto it has been the practice of the department to permit the delivery of goods in the absence of invoices upon the deposit of the duty on the estimated value of the goods plus 20 per cent increase. As the new regulation is to be strictly enforced, Canadian exporters are advised to use every effort to see that their invoices are in the hands of consignees on the arrival of goods at Australian ports.

Attention of British Columbia shippers has already been directed to the serious inconvenience caused to Australian importers through invoices not coming forward at the same time as their products, thus causing heavy cash deposits being made to the Customs in order that delivery could be made.

In future this concession is to be withdrawn and therefore heavy demurrage charges for the detention of the shipment may be incurred through this serious reflection upon the business methods of oversea (including some Canadian) exporters.

Inversely, an illustration of how Australian exporters to South Africa (and other countries) endeavour to meet the requirements of their buyers may not be out of place. Generally after a steamer is loaded at an Australian port, at least twelve hours is given for the preparation of shipping documents which are carried on the same steamer (if no fast mail steamer is shortly leaving) as the goods or products.

Assuming a steamer is loaded at 6 p.m., the complete loading receipts are then available to the shippers for the preparation of their invoices and the usual shipping documents. This necessitates not only that the office staff of the shippers require to work at night, but the banks through which the drafts are negotiated—by special arrangement—meet the convenience alike of their customers and oversea buyers by putting through the documents often after midnight, so that all the necessary papers go forward by the steamer covering the goods, thus obviating serious delays, inconvenience and unnecessary expenditure at port of destination.

When the seriousness of the disabilities involved in Canadian shipments—not accompanied by necessary documents—arriving at distant oversea ports is emphasized to Canadian banks, it is considered that, in the interests of their exporting clients, they will willingly emulate the procedure adopted by Australian banks to facilitate export trade.

Australian Flax Production

The Commonwealth Government, through the specially appointed Flax Committee, has announced a guarantee to producers of "standard flax" of £6 (\$29.20) per long ton during the season of 1921. The flax will be sold in the open market by the Flax Committee, as was done with the 1918 and 1919 crops, so that growers will receive the full value of their product.

For the 1918 crop, growers have already received £7 (\$34.07) per ton from sales, and the committee state that, in the near future, a further substantial dividend will be paid thereon. Some cables have been received by this office from Canada offering flax seed, but the prices quoted were not competitive with either the domestic production in Australia or importations from India.

An important factor in the landed cost is the more favourable rate of exchange with India than with Canada. Domestic quotations in Australia have fallen from £48 per ton of 2,240 pounds in June to £35 per ton in November. Advices received this morning are to the effect that flax seed from India is freely offering at £31 c.i.f. Sydney, N.S.W., with an indication of a further drop in values. There is no duty on linseed imported for manufacturing or cultivation purposes.

At present the market for both standard flax and seed is very depressed, but as these commodities are subject to considerable fluctuations in values, small samples of Canadian seed and quotations would be acceptable in view of future Australian requirements.

The only flax grown in Australia is in the state of Victoria, from "blue Riga" seed which has been thoroughly acclimatised, hence experts do not consider that Canadian "Dutch blue," or other seed, would find favour with growers unless it was practically demonstrated to be superior to the variety now in vogue.

Cotton Growing in Queensland

The Government of the state of Queensland is guaranteeing 5½d. per pound for all cotton in the seed grown in that state for a period of three years. Growers will also participate in any balance that may be available, after charges are deducted, when the lint has been marketed by the Government, which undertakes the ginning and all the preparations for sale.

As the British Cotton Growers' Association has concluded an arrangement with the Queensland Government whereby the association guarantees for five years the sum of 1s. 6d. per pound for all Queensland cotton lint of good quality landed at Liverpool, growers are doubly assured of a profitable market for their crops.

Planting is being undertaken on an extensive scale, the areas ranging from ten to forty acres. The amount of cotton produced in Queensland last year was only 160,000 pounds, but it is anticipated that much increased yields will be the rule for some years to come. During the American Civil War, when cotton supplies were so short, Queensland produced as much as 2,500,000 pounds of excellent quality in one year.

COMMERCIAL NOTES FROM ITALY

T. CALDERINI, *Office of Canadian Trade Commissioner*

Grain Supplies from Near East and Russia

Milan, November 18, 1920.—Hopes are now expressed that the cost of grain will be reduced through the purchasing in the countries of the Near East, owing to the more favourable exchange and transportation rates. However, while it is known that considerable stocks of grain will be available for export from Jugo-Slavia, there is little probability that any of same will find its way to the Italian consumer. Much was expected through negotiations with the Co-operative Institute of Russia, but only one ship loaded with Russian grain has arrived as yet in an Italian port. This amounted to less than 4,000 tons, and much of the cargo was reported to be in bad condition. Some corn has been purchased in Roumania, also 400 carloads of hard wheat, but nothing in the way of grain has actually reached Italy from Roumania.

The Italian Food Controller has under consideration a plan for mixing wheat with rye and corn in order to better conserve the supply of more valuable grain. It is stated that the Government is considering putting into force regulations providing for the composition of bread from mixed grains.

Removal of Italian Trade Restrictions

The following information regarding the removal of Italian trade restrictions, published in the *Sole* may be of interest to Canadian houses:—

Before its adjournment, the Italian Chamber of Deputies approved the new measures proposed by the Giolitti Ministry as to the regulation of trade. The bill in question contained two outstanding features, viz., limiting the Government's activity in the production and distribution of goods and permitting the largest freedom compatible with the existing conditions; establishing severe penalties for those profiteering with regard to articles of prime necessity.

The special Government offices which up to date controlled the supply and distribution of newsprint paper, wool, cotton and other textiles, will be abolished, and the stocks of these goods which are on hand will be given to the Consortiums, or co-operative associations, by which their liquidation will be determined by regulations established by the Government. The office controlling the manufacture and distribution of "National" shoes will also be abolished. The regulations considered necessary in order to assure a regular supply of newsprint paper to the press, the supply of same still being inadequate to the demand, will be issued by the Ministry of Industry and Commerce which, however, will not continue to exercise the direct control which it has been exercising up till now over production. Another provision which is of special interest stipulates that within three months from the date of the law, the list of commodities of which the importation or exportation is subject to restriction shall be revised and a number of same taken from the restricted list.

Merchants who enter into agreements fixing prices or limiting the quantity of goods to be offered on the market are liable to penalties established by a new law on profiteering, such as imprisonment for from one to five years and a fine of 1,000 lire or more. The concealment of food products, raw materials, or other necessary goods, or their withdrawal from their course toward normal consumption, is liable to imprisonment up to five years and a fine of over 500 lire.

COMMERCIAL NOTES FROM THE NETHERLANDS

TRADE COMMISSIONER GEO. E. SHORTT.

Trade Outlook

Rotterdam, November 26, 1920.—In 1919 the value of imports into the Netherlands was approximately half the value of its exports, the figures being 1,411,000,000 guilders as against 2,826,000,000, and, although the manufacturers of the country have been striving to redress this unfavourable balance by increased production, it is unlikely that the figures will be appreciably altered for 1920. In the face of this situation, on October 24 last, the 45-hour week, effecting all but the engineering trades, was introduced into this country. The engineering trades are given a two-year transition period during which a 48-hour week will be observed. It is expected that these shorter hours will have a deterrent effect upon production and will render the equalization of exports and imports still more difficult to accomplish.

The registration bureau reports a continual stream of new companies being incorporated, while a great number of new issues are being floated with a tendency to concentration in some industries.

The general index figures of wholesale prices are lower for Holland than for France or Italy but higher than England or the United States. For Holland the relative figure rose from 138 before the war to 394, England from 120 to 353, and the United States from 112 to 303.

Coal and Cotton

It is estimated that coal production in the Netherlands will be increased to six and a half million tons in 1930. This production coupled with that of peat, of which there are abundant supplies in many parts of the country, will make Holland self-supporting as regards fuel, provided electrification of plant goes on as at present.

A cotton exchange has recently been established at Rotterdam, with storage accommodation for from 75,000 to 100,000 bales. Owing to lack of accommodation the competition of Bremen with Rotterdam was being felt, and the feeling is that this exchange was established none too soon to maintain Rotterdam's prestige in the cotton trade of this part of the world. It may be noted that this activity in cotton at Rotterdam is entirely a result of the war period, as previously very little trading in the commodity took place here.

Shipbuilding

The shipbuilding yards of Holland, unlike those of many other countries where the decline in freight rates is reacting upon shipbuilding and tending to restrict it, are continuing to receive orders from Dutch owners who are extending their fleets and establishing new lines. About 300,000 tons are being constructed in foreign yards on Dutch account as against 275,000 tons which are being constructed in Dutch yards on foreign account. The raw materials necessary to the shipbuilding industry of this country came mostly from Germany before the war and difficulty is now being experienced in obtaining sufficient supplies. Moreover, owing to the scarcity of efficient labourers in Holland, it has been found necessary to import skilled workmen from Germany.

Shipping

Dutch shipping is not now considered to be enjoying prosperity. Everything in the future depends upon the economic development of the German hinterland. Rotterdam is as much a port of Germany as of Holland and a very large per cent of the cargoes entering this port before the war, were through cargoes either transshipping from the Rhine boats to ocean-going vessels or vice versa.

From January 1, to September 1, the following arrived at Rotterdam:—

	Ships	Net registered tons
1920..	3,429	4,156,437
1919..	2,712	3,004,887

and at Amsterdam:—

	Ships	Net registered tons
1920..	1,241	5,460,062
1919..	636	3,243,695

A great number of these vessels, arriving with full holds are compelled to go elsewhere for return cargoes as the Netherlands cannot at present supply them and the Rhine trade, while improved over last year, does not yet approach pre-war figures as may be seen from the following. From January 1 to September 1, there arrived from the Rhine:—

	Ships	Cubic meters*
1920..	401	291,916
1919..	327	261,849
1913..	1,126	757,929

and left for the Rhine:—

1920..	475	345,964
1919..	342	259,772
1913..	1,227	884,905

Dutch pounds=1.1023 pounds.

Fishing

The results attending the activities of the salmon fishers of the Netherlands have been very disappointing. Without exception, on every river in Holland they have fallen below the average, especially as regards the new or winter salmon. During the past week professional fishers caught only forty salmon in their drift nets and higher up the river no salmon at all. Winter salmon fetched 6.30 to 6.50 guilders and spring salmon 1.20 to 1.35 guilders per Dutch pound,** while salmon trout, weighing over four pounds fetched 2.60 to 5 guilders each.

The catch of other fish, with the exception of eel, was satisfactory, notwithstanding the low prices. The low water level is a great drawback for the catch of fish and only a higher level can improve the situation, especially that of eel.

Wooden Houses

The *Handelsblad* reports that the Director of the Municipal Housebuilding Commission at Amsterdam has asked for prices on wooden houses. The shortage of housing accommodation in Holland, especially in cities such as Amsterdam, is acute, and action will have to be taken in the near future as the number of houses now under construction is far from adequate. It is known that the commission have already had many offers from manufacturers of wooden houses, and it appears that the director is now seriously considering the purchase and erection of a number of these dwellings.

Zuyder Sea Drainage Requires Construction Materials

The drainage of a large portion of the Zuyder Sea, which the Government of the Netherlands have undertaken at an immense cost, will require large quantities of construction materials. Sweden, which in the past has sent large quantities of

* A cubic metre is the equivalent of 35.237552 cubic feet.
**The Dutch pound is equivalent to 1.1023 pounds.

lumber, granite and iron to Holland, hopes to supply the bulk of these materials. The exports of Sweden to Holland, however, exceed the imports from that country by about 175 per cent, and are of a bulkier nature and of less specific value. The result is that a greater percentage of the ships engaged in this trade must either return in ballast or go elsewhere for return cargoes, and this again causes higher freight rates which operate against further Swedish exports to Holland. Large quantities of stone, cement, iron bars and wood—to mention but a few of the principal materials—will be needed in this country within the next few years and, with this handicap against Sweden, the natural furnisher of these materials, an opportunity will be afforded to the exporters of other countries to supply their quota of the necessary materials.

Industrial Fairs

The inauguration of the Dutch international fair was due to the "Vereeniging Nederlandsch Fabrikaat" (Made in Holland Union), which brought about the first fair at Utrecht in 1916. Up to the present date the fair has been held in temporary quarters and has been available for exhibitions from Holland and her colonies only. In May of this year, however, it was decided in future to make the Utrecht fair an international function and permanent quarters are now under construction and will be available for the first international fair which will be held from the 6th to the 16th of September, 1921. The buildings are situated in the centre of the city. They are three in number and have inter-communication. They are six storeys in height and provide accommodation for 800 exhibitors. Together with temporary quarters, which will also be available, the fair buildings will be capable of accommodating 2,200 exhibitors. The price for sample rooms (13.12 x 13.12 superficial feet) is 500 Dutch florins each, or \$200; for table space along the walls of pavilions 2.62 feet wide to the desired length, 75 Dutch florins per running metre, or \$30; open-air space, 40 Dutch florins for the first five square metres.

Another enterprising undertaking at present going forward is the Dutch floating industrial fair. A 61,000 ton ship has been fitted up as a floating fair, and this ship is to call at fourteen or more ports in North and South America, where it will be available for inspection by interested buyers. On its return from America it will be sent to the ports of other continents, thus providing Dutch products with world-wide and effective advertising.

SURPLUS WHEAT AND FLOUR IN SOUTH AFRICA

On November 18, Mr. P. W. Ward, Assistant Canadian Trade Commissioner in Cape Town, South Africa, wrote as follows:—

"Unfortunately the market is flooded at the present time with imported flour, and the Union Government has from 15,000 to 20,000 tons of its recent purchase from Canada lying idle in its warehouses here. The new season's wheat crop is about to be taken in and a big harvest foretold so that there does not seem a possibility of further shipments of wheat or flour being obtainable from Canada for many months."

A NEW ALLOY OF COPPER AND ALUMINIUM

Manchester Guardian (Commercial)

A new alloy of copper and aluminium has been invented and tested by Aktiebolaget Skandinaviska Armaturfabriken. The name given to the new combination is "alco bronze." It has the colour and lustre of gold, and it is said to be stronger, tougher, and harder than any other bronze. It can be wrought, forged, or rolled in any way without suffering deterioration, and it resists the influence of the air, acids, and salt water, being therefore particularly suitable for ships' forgings, propellers, condensers, machine parts, bearings, surgical instruments, skates, ornaments, etc.

STATEMENT No. 14.

SUMMARY OF THE TRADE OF CANADA: MONTH, EIGHT MONTHS AND TWELVE MONTHS ENDING
NOVEMBER, 1920

(Compiled by External Trade Division, Dominion Bureau of Statistics.)

Main Groups.	Month of November, 1920.				Eight Months ending November, 1920.				Twelve Months ending November, 1920.			
	Total Imports.	From United Kingdom.	From United States.	Total Imports.	From United Kingdom.	From United States.	Total Imports.	From United Kingdom.	Total Imports.	From United Kingdom.	From United States.	Total Imports.
<i>Imports for Consumption.</i>												
Vegetable Products.....	17,007,236	2,130,163	10,856,566	180,073,014	20,407,249	83,627,258	283,518,964	31,776,099	283,518,964	31,776,099	141,815,957	59,247,471
Animal Products.....	4,050,965	3,300,559	2,689,580	45,109,435	4,307,733	31,015,072	82,913,998	6,337,844	82,913,998	6,337,844	59,247,471	139,300,811
Fibres and Textile Products.....	15,059,062	7,000,859	6,274,283	199,007,041	93,277,569	82,215,023	311,158,986	134,271,387	311,158,986	134,271,387	52,794,943	234,322,944
Wood, Wood Products and Paper.....	5,750,287	284,900	5,276,529	41,698,362	2,151,484	38,038,690	57,378,344	2,735,010	57,378,344	2,735,010	16,670,030	52,240,372
Iron and its Products.....	20,695,425	1,749,749	18,532,979	183,021,048	12,132,367	169,917,457	250,787,531	14,600,533	250,787,531	14,600,533	164,786,615	30,530,695
Non-Ferrous Metal Products.....	5,077,583	542,288	4,140,412	41,961,783	5,417,416	36,544,367	84,272,718	10,099,556	84,272,718	10,099,556	23,442,182	12,622,183
Non-Metallic Mineral Products.....	21,261,559	776,540	19,692,237	142,058,576	6,431,426	129,422,454	182,483,371	9,438,759	182,483,371	9,438,759	74,808,308	52,506,903
Chemicals and Allied Products.....	3,121,031	653,389	2,143,224	28,370,958	4,056,190	21,188,871	40,373,214	6,748,308	40,373,214	6,748,308	927,564,711	725,968,553
All Other Commodities.....	6,724,068	1,297,128	4,936,230	54,029,307	13,433,414	37,134,895	75,119,351	17,238,974	75,119,351	17,238,974	84,638,900	734,853,194
Total Imports, 1920.....	98,661,116	14,825,572	74,417,046	917,443,344	163,075,083	626,903,620	1,345,582,300	229,925,844	1,345,582,300	229,925,844	927,564,711	725,968,553
Total Imports, 1919.....	92,718,270	10,951,855	70,790,521	636,389,167	59,511,850	500,441,239	920,082,927	84,638,900	920,082,927	84,638,900	734,853,194	725,968,553
Total Imports, 1918.....	74,994,781	7,886,035	58,295,121	636,017,945	47,908,088	524,675,610	898,211,913	71,012,000	898,211,913	71,012,000	734,853,194	725,968,553
<i>Exports (Canadian Produce).</i>												
Vegetable Products.....	80,786,200	15,243,828	24,472,365	302,612,005	70,785,672	86,653,620	442,924,901	153,314,222	442,924,901	153,314,222	106,775,326	99,776,211
Animal Products.....	21,880,764	8,149,237	11,321,546	137,803,802	66,024,846	56,577,405	239,001,729	105,174,240	239,001,729	105,174,240	7,626,835	218,277,682
Fibres and Textile Products.....	1,165,083	218,868	191,025	12,695,521	2,323,859	4,247,944	28,404,652	3,535,326	28,404,652	3,535,326	25,987,898	39,150,758
Wood, Wood Products and Paper.....	23,482,199	1,639,354	19,476,013	210,803,774	30,640,640	160,500,061	287,063,644	41,195,243	287,063,644	41,195,243	23,442,182	12,622,183
Iron and its Products.....	7,780,542	1,037,487	1,585,874	55,394,079	14,091,832	16,833,941	84,272,718	10,099,556	84,272,718	10,099,556	23,442,182	12,622,183
Non-Ferrous Metal Products.....	5,124,357	2,021,452	2,169,011	39,595,652	7,458,653	22,503,584	57,494,035	3,876,357	57,494,035	3,876,357	16,670,030	52,240,372
Non-Metallic Mineral Products.....	3,255,876	192,024	1,865,315	29,595,830	2,224,346	16,875,524	41,594,035	3,876,357	41,594,035	3,876,357	16,670,030	52,240,372
Chemicals and Allied Products.....	1,694,356	362,399	1,000,844	14,660,136	2,951,739	7,800,269	21,665,630	4,283,751	21,665,630	4,283,751	11,624,005	12,622,183
All Other Commodities.....	2,338,625	205,875	1,812,797	27,804,495	6,413,267	9,811,059	54,336,953	11,380,523	54,336,953	11,380,523	352,053,358	545,283,680
Total Exports, 1920.....	147,508,002	29,100,524	63,894,790	825,636,394	211,914,584	331,822,968	1,256,914,922	352,053,358	1,256,914,922	352,053,358	443,416,125	432,242,450
Total Exports, 1919.....	119,413,661	41,882,209	48,735,934	808,213,670	348,983,833	300,567,786	1,198,583,465	514,012,960	1,198,583,465	514,012,960	443,416,125	432,242,450
Total Exports, 1918.....	118,171,003	52,029,287	44,520,038	826,071,911	375,721,830	312,024,831	1,256,914,922	629,536,280	1,256,914,922	629,536,280	443,416,125	432,242,450
<i>Exports (Foreign Produce).</i>												
Totals, 1920.....	1,239,002	88,014	1,039,080	16,124,821	979,211	14,153,689	32,621,528	2,404,389	32,621,528	2,404,389	27,875,615	35,820,856
Totals, 1919.....	3,582,326	600,118	2,519,412	30,669,904	5,384,883	23,376,428	59,419,375	10,988,236	59,419,375	10,988,236	18,695,100	18,695,100
Totals, 1918.....	5,872,102	2,586,792	1,476,746	30,572,008	14,434,786	10,378,051	43,841,317	17,761,223	43,841,317	17,761,223	18,695,100	18,695,100

GENERAL APPLE MARKET CONDITIONS IN THE UNITED KINGDOM

FRUIT TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, December 1, 1920.—The quantities of apples coming forward during the half-month ending November 27 have been less by nearly 100,000 cwt. (long) than during the first two weeks of November, and the diminution of supply has been reflected in the prices paid on most markets for the best apples in good condition. The proportion of shipments from Canada during this period decreased from 33 per cent during the first two weeks of November to 22 per cent.

Prices of barrel apples generally have been satisfactory, except in the case of Nova Scotia Ribstons and Kings, many of which, especially the lower grades, have arrived in unsatisfactory condition. In the important Glasgow market there have been no receipts of either Ontario or Nova Scotia apples. This market has been comparatively bare, and arrivals from Ontario or Nova Scotia would have brought good prices.

Barrel apples have made notably good prices as compared with the boxes, the quality of the best barrel apples having been excellent, thus permitting the consumer to purchase really good apples at a moderate price.

The boxed apple market has been steadily weakening, and, in view of heavy American prospective arrivals, shippers must be prepared for a decided slump. It is altogether likely also that barrel apples will make decidedly lower prices during the next month, as heavy receipts are expected from American points.

BARREL APPLE PRICES

The following tables give the range of values for the principal varieties of Ontario, Nova Scotia and American barrel apples, in the four principal markets of the United Kingdom, for the period from November 13 to November 30, 1920. It will be noted that neither Nova Scotia nor Ontario barrel apples appeared on the Glasgow market during this period:—

	Glasgow.	Liverpool.	London.	Manchester.
<i>Ontario</i> —				
Golden Russets, No. 1.....		60 s. to 68 s.	62 s. to 68 s.	64 s. to 68 s.
Golden Russets, No. 2.....		61 s.	60 s. to 65 s.	61 s. to 68 s.
Ben Davis, No. 1.....		50 s. to 58 s.	50 s. to 55 s.	
Ben Davis, No. 2.....		51 s. to 53 s.	45 s. to 50 s.	
Ben Davis, No. 3.....		48 s.	40 s.	
Greenings, No. 1.....		60 s. to 68 s.	45 s. to 60 s.	54 s. to 61 s.
Greenings, No. 2.....		53 s. to 68 s.	45 s. to 55 s.	51 s. to 56 s.
Greenings, No. 3.....		38 s. 6 d.		
Kings, No. 1.....		55 s. to 65 s.	52 s. to 60 s.	56 s. to 63 s.
Kings, No. 2.....		61 s.	50 s.	54 s.
Kings, No. 3.....			50 s.	46 s.
Spies, No. 1.....		50 s. to 68 s.		58 s. to 68 s.
Spies, No. 2.....		50 s. to 56 s.		53 s. to 64 s.
Spies, No. 3.....		40 s.		
Ontario, No. 1.....		51 s.		
Cranberry, No. 1.....		60 s. to 62 s.		
Cranberry, No. 2.....		58 s.		
Cranberry, No. 3.....		52 s.		
Blenheims, No. 1.....		50 s.		
Blenheims, No. 2.....		50 s.		
Starks, No. 1.....		53 s. to 60 s.	50 s. to 55 s.	54 s. to 55 s.
Starks, No. 2.....		52 s. to 55 s.	47 s. to 50 s.	50 s.
Starks, Dom.....		51 s.		
Starks, No. 3.....			40 s.	
Peewaukee, No. 1.....		50 s.	45 s. to 50 s.	
Peewaukee, No. 2.....		47 s. to 49 s.	42 s. to 50 s.	
Peewaukee, No. 3.....		45 s.	40 s.	
Gano, No. 1.....		58 s.		
Gano, No. 2.....		55 s.		
Baldwins, No. 1.....		55 s. to 68 s.	52 s. to 60 s.	56 s. to 65 s.
Baldwins, No. 2.....		51 s. to 64 s.	50 s. to 55 s.	50 s. to 60 s.
Baldwins, Dom.....		53 s. to 53 s.		55 s.
Baldwins, No. 3.....		48 s.	40 s.	

BARREL APPLE PRICES. *Concluded*

	Glasgow.	Liverpool.	London.	Manchester.
<i>Nova Scotia Apples—</i>				
Blenheims, No. 1.....		48 s. to 54 s.	50 s. to 55 s.	50 s. to 51 s.
Blenheims, No. 2.....		40 s. to 49 s.	45 s. to 50 s.	48 s.
Blenheims, Dom.....		46 s. to 47 s.	40 s.	
Blenheims, No. 3.....				
Ontario, No. 1.....		42 s. to 47 s.		
Ribstons, No. 1.....		30 s. to 41 s.	55 s.	50 s. to 54 s.
Ribstons, No. 2.....		30 s. to 37 s.	50 s. to 55 s.	45 s. to 52 s.
Ribstons, Dom.....		33 s. to 34 s.	35 s. to 40 s.	42 s. to 47 s.
Ribstons, No. 3.....		30 s.	35 s. to 40 s.	
Wagners, No. 1.....		48 s. to 57 s.		55 s.
Wagners, No. 2.....		48 s. to 50 s.		
Golden Russets, No. 1.....			62 s. to 68 s.	64 s.
Golden Russets, No. 2.....		64 s. to 68 s.	60 s. to 65 s.	60 s. to 61 s.
Golden Russets, Dom.....				60 s.
Golden Russets, No. 3.....		51 s.		45 s.
Baldwins, No. 1.....		46 s. to 56 s.		54 s. to 57 s.
Baldwins, No. 2.....		40 s. to 52 s.		48 s. to 51 s.
Baldwins, Dom.....		43 s. to 46 s.		47 s. to 50 s.
Baldwins, No. 3.....		38 s. to 42 s.		40 s. to 43 s.
Starks, No. 1.....		47 s. to 55 s.	55 s. to 60 s.	52 s. to 55 s.
Starks, No. 2.....		42 s. to 50 s.	50 s. to 55 s.	45 s. to 50 s.
Starks, Dom.....		40 s. to 48 s.		46 s. to 51 s.
Starks, No. 3.....		37 s. to 42 s.		40 s.
Kings, No. 1.....		40 s. to 58 s.	55 s. to 60 s.	50 s. to 56 s.
Kings, No. 2.....		40 s. to 48 s.	50 s. to 55 s.	48 s. to 53 s.
Kings, Dom.....		30 s. to 47 s.	40 s. to 42 s.	48 s. to 51 s.
Kings, No. 3.....		30 s. to 46 s.	45 s.	42 s. to 47 s.
Greenings, No. 1.....		44 s. to 58 s.	50 s. to 55 s.	53 s. to 60 s.
Greenings, No. 2.....		38 s. to 44 s.	48 s. to 50 s.	50 s. to 55 s.
Greenings, Dom.....		35 s. to 46 s.		
Greenings, No. 3.....		30 s. to 40 s.		47 s. to 50 s.
Fallawaters, No. 1.....		51 s. to 52 s.	50 s.	55 s.
Fallawaters, No. 2.....		48 s. to 49 s.		
Fallawaters, Dom.....		48 s.		50 s.
Fallawaters, No. 3.....		41 s. to 44 s.		
Spies, No. 1.....		50 s.		
Spies, No. 2.....		48 s.		
Spies, Dom.....		48 s.		
Spies, No. 3.....		40 s. to 44 s.		
Mann, No. 1.....		48 s. to 50 s.	52 s.	51 s. to 52 s.
Mann, No. 2.....		40 s. to 47 s.	48 s.	49 s.
Wellington, No. 1.....			50 s. to 55 s.	54 s.
Wellington, No. 2.....			50 s. to 55 s.	
Wellington, Dom.....			40 s. to 45 s.	
Wellington, No. 3.....			40 s. to 45 s.	
Cox's Orange, No. 1.....			68 s.	
<i>American Apples—</i>				
Virginia York Imper.....	55 s. to 68 s.	54 s. to 68 s.		
Virginia Ben Davis.....	54 s. to 64 s.			
Virginia Winesaps.....	63 s. to 64 s.	65 s. to 68 s.		
Virginia Albemarle.....		65 s. to 68 s.		
New York Baldwins.....				53 s. to 61 s.
New York Greenings.....				58 s. to 60 s.
New York Kings.....				60 s.
New York Spies.....				63 s.

BOXED APPLES

The boxed apple market has shown a steadily weakening tendency owing to heavy arrivals from the American Northwest, except in Glasgow, which has been comparatively bare, and where 6,281 Washington and Oregon apples on November 16 were snapped up by an eager market at the full control price for all but the most unpopular varieties and sizes. The London market, disorganized and without centralized selling, has been particularly weak, a large lot of British Columbia apples of good varieties, and in excellent condition, having been disposed of as low as 17s. per box.

The boxed apple market generally is in a very unsatisfactory condition, and heavy prospective American arrivals, amounting to 162,000 to 250,000 boxes weekly, will tend still further to depress values. A generally lower buying capacity on the part

of the consumers as compared with last year, together with large supplies of boxes, and the fact that barrel apples this year are superior in quality, has had a very adverse effect on the demand for boxes.

The bottom has evidently fallen from the American home box apple market, and unusually large shipments are being made to this country. Values have been further depressed by the fact that a large quantity of comparatively unknown varieties of low grades, and of the very smallest sizes, are coming forward from American sources.

BOXED APPLES—SPECIAL COMMENT

On November 16, 425 Nova Scotia boxes, ex ss. *Vestnorge*, sold in Manchester at prices as follows: Kings No. 1, 20s.; Wagners No. 1, 21s. 6d.; Cox's Orange No. 1 23s. 6d., No. 3, jumble pack, 17s. 6d. Newtowns at the same sale were sold at 19s.

Ontario boxed apples were sold in London on or about November 17 at: Greenings No. 1 19s., No. 2 17s. to 18s.; Snow No. 1, 17s. to 18s.; Wealthy No. 1, 18s. to 19s. Nova Scotia boxes were sold in London on November 17 as follows: Spies, Golden Russets No. 1, 23s. 6d.; Cox's Orange Nos. 1 and 2, 23s. 6d.; Domestics and No. 3, 20s.; Wagners, Starks No. 1 18s. to 20s. British Columbia apples ex *Corsican* sold at the same time as follows: Jonathans No 1 21s. to 23s. 6d.; McIntosh No. 1 20s. to 22s.; California Newtowns were then selling at 20s. to 22s., and Oregon Newtowns at 23s. 6d.

Ontario apples ex *Empress of France* and *Canada* of very good quality and condition, sold in Liverpool on November 17 and 19 as follows: Baldwins No. 1, 113, 20s. 6d. : 125, 20s. 6d. to 21s. 6d.; 138, 20s. 6d. to 21s. 6d.; 150, 21s. to 22s.; 163, 20s. 6d. to 21s. 6d.; 175, 21s. 6d.; 188, 20s. to 20s. 6d.; 200 to 234, 20s.; No. 2, 17s. to 19s.; Golden Russets No. 1 and No. 2, all sizes, 23s. 6d.; Spy, all sizes, No. 1 22s., No. 2 20s.; Kings No. 1, 188, 21s. 6d. Nova Scotia boxed Wagners ex *Tamaqua* sold at the same time at 19s. to 20s., and British Columbia apples ex ss. *Melita* as follows: Jonathans No. 1, large, 19s. to 20s., medium 21s. to 22s., and very small, 213 to 252, 19s. to 21s. Shippers should note that even the very small apples made higher prices than sizes 112 to 125, that 138's are discounted as compared with 150's, and that the best values are paid for sizes 163 to 175. An unusual proportion of the smallest sizes are coming forward this season, both from British Columbia and from Washington.

British Columbia apples sold in Glasgow on November 18 as follows: Jonathans No. 1 21s. 6d., No. 2 18s. to 19s.; Cox's Orange No. 1 23s. 6d.

In Manchester on November 23 Washington boxed apples brought: Jonathans, extra fancy, 21s. to 23s. 6d.; fancy, 21s. to 23s. 6d.; orchard run, 22s.; King David extra fancy, 18s. to 20s.

A remarkable sale of American boxed apples took place in Glasgow on November 26, an eager market snapping up, without the necessity of bidding. Newtowns, extra fancy, Jonathans, extra fancy and "C" grade, Winter Banana, fancy, Delicious, fancy, Greening, fancy, Snow, fancy, and King David, fancy, at 23s. 6d. for all but the smallest sizes. It is an interesting illustration of the requirements of the market, and one that will be surprising to many growers, that while all Jonathans "C" grade made 23s. 6d., Winter Bananas "C" grade sold at 22s. to 22s. 6d. and Delicious "C" grade at 21s. to 22s. Wagners fancy and "C" grade sold at 22s. for all sizes, Salome fancy at 20s. to 23s., Seeks fancy at 22s. 6d., Grimes Golden fancy at 21s. 6d., and even Bellflower and Peewaukee fancy at 21s. 6d. The top price for Greenings is of course due to the shortage of the English crop, which normally supplies large quantities of green apples, though lacking in red dessert varieties.

The British Columbia apples ex ss. *Scotian*, London, November 26, met a weak market, Jonathans especially being in very heavy supply from American sources. Prices were as follows: Jonathans No. 1 17s. to 22s., a considerable number at 17s.; Cox's Orange No. 1 22s. to 23s. 6d.; Grimes Golden No. 1 17s. to 20s.; Nonsuch No. 1 20s. to 21s. Ontario boxed apples on the same steamer sold as follows: Baldwins No. 1 18s. to 19s., No. 2 17s. to 18s.; Spies No. 1 22s., No. 2 20s.; Wagners

No. 1 19s.; Greenings 17s. to 18s. Few good Newtowns were on this market at this time, and Oregon apples of this variety sold at 22s. to 23s. 6d., and California Newtowns at 18s. to 21s.

Nova Scotia boxed apples ex ss. *Thistlemore* sold on November 29 in Liverpool as follows: Golden Russets No. 1, all sizes, 23s. 6d.; Baldwins No. 1, 163, 18s. 9d., 113 to 138, and 188 to 234, 18s.; Starks No. 1, all sizes, 18s.; Nonpareil No. 1, all sizes, 18s.; Spies No. 1, all sizes, 21s. 6d.; Ben Davis No. 1, 150 to 163, 17s., 188 to 216, 15s. 9d.; Ontario No. 1, 113 to 138, 16s.

BOXES VS. BARRELS

In view of the experimental nature of Eastern boxed apple shipments, it will be of interest to present some tabular comparisons of the values made on the same day in the same market by the same varieties packed in boxes and in barrels:—

Variety.	Market.	Date.	Barrels.	Boxes.	Barrel equivalent of box values.
Nova Scotia Kings, No. 1.....	Manchester	Nov. 16	50 s. to 56 s.	20 s.	60 s.
Nova Scotia Wagner, No. 1.....	Manchester	Nov. 16	55 s.	21 s. 6 d.	64 s. 6 d.
Nova Scotia Cox's Orange, No. 1.	Manchester	Nov. 16	68 s.	23 s. 6 d.	70 s. 6 d.
Ontario Greenings, No. 1.....	London	Nov. 17	55 s.	19 s.	57 s.
Ontario Greenings, No. 2.....	London	Nov. 17	50 s.	17 s. to 18 s.	51 s. to 54 s.
Nova Scotia Cox, No. 1.....	London	Nov. 17	68 s.	23 s. 6 d.	70 s. 6 d.
Nova Scotia Starks, No. 1.....	London	Nov. 17	55 s. to 60 s.	18 s. to 20 s.	54 s. to 60 s.
Ontario Baldwins, No. 1.....	Liverpool	Nov. 17 & 19	61 s. to 68 s.	19 s. to 21 s.	57 s. to 63 s.
Ontario Baldwins, No. 2.....	Liverpool	Nov. 17 & 19	58 s. to 64 s.	17 s. to 19 s.	51 s. to 57 s.
Ontario Golden Russets, No. 1...	Liverpool	Nov. 17 & 19	68 s.	23 s. 6 d.	70 s. 6 d.
Ontario Golden Russets, No. 2...	Liverpool	Nov. 17 & 19	61 s.	23 s. 6 d.	70 s. 6 d.
Ontario Spy, No. 1.....	Liverpool	Nov. 17 & 19	60 s. to 68 s.	22 s.	66 s.
Ontario Spy, No. 2.....	Liverpool	Nov. 17 & 19	50 s. to 56 s.	20 s.	60 s.
Ontario Kings, No. 1.....	Liverpool	Nov. 17 & 19	63 s. to 65 s.	22 s.	66 s.
Nova Scotia Wagners, No. 1.....	Liverpool	Nov. 17	48 s. to 57 s.	19 s. to 20 s.	57 s. to 60 s.
Ontario Baldwins, No. 1.....	London	Nov. 26	55 s. to 60 s.	18 s. to 19 s.	54 s. to 57 s.
Ontario Baldwins, No. 2.....	London	Nov. 26	50 s. to 55 s.	17 s. to 18 s.	51 s. to 54 s.
Ontario Greags, ninNo. 1.....	London	Nov. 26	55 s. to 60 s.	17 s. to 18 s.	51 s. to 54 s.

ATTENTION, EASTERN BOXED APPLE SHIPPERS

If Eastern boxed apple exporters are merely shipping boxes on account of the shortage of barrel stock, there may be no particular point in suggesting a more careful selection of varieties for box packing, a more general use of paper wrapping, and particularly, more attention to uniformity of size in each box. But if they wish to compete seriously in the boxed apple field, these points are of paramount importance. Varieties such as Ben Davis and Baldwins cannot compete with the large quantities of barrels of these varieties always on the market at the same time. Golden Russets, Spies, Snows, McIntosh, Wealthy, Wageners are excellent boxed apple varieties. Paper wrapping is essential, to a first-class pack. In no respect does the East fall below the box standard so much as in sizing. Bad sizing means a slack pack on arrival. It is not uncommon to find sizes 138 and 163 in the same box of an Eastern pack. This is a matter that must be carefully watched.

APPLE IMPORTS INTO THE UNITED KINGDOM

The following are the official figures of apple imports into the United Kingdom during the last two weeks of November, 1916, 1919, and 1920, expressed in long hundredweights:—

Week ending November 20—	1916	1919	1920
Total imported..	115,345	77,584	205,606
From Canada	11,232	49,428	43,369
Week ending November 27—			
Total imported..	160,165	122,186	147,525
From Canada	57,929	62,995	32,574
From November 13 to 27—			
Total imported..	275,510	199,770	353,131
From Canada..	69,159	112,123	75,943

The above figures do not show the relative quantities of apples imported from Canada and the United States, as the total included continental imports, which are not segregated by the Board of Trade authorities.

THE BRISTOL MARKET

During the period November 15 to November 30 one shipment only of 12,000 Ontario apples was made to Bristol, bringing prices on November 24 as follows: Baldwins No. 1 60s. to 66s., slack 48s. to 55s., No. 2 55s. to 64s., slack 42s. to 52s., Domestic 54s., No. 3 50s.; Greenings No. 1, a few of the best 62s. to 64s., average 55s. to 60s., No. 2 49s. to 56s.; Golden Russets No. 1 64s. to 68s.; Spies No. 1 57s. to 66s., No. 2 57s. to 64s.; Cranberry Pippins No. 1 61s. to 64s.; Kings 58s. to 65s., No. 2 56s. to 61s., Domestic 58s.; Pewaukee No. 1 48s. to 53s., No. 2 40s. to 48s., Domestic 43s., No. 3 37s.; Starks No. 1 58s. to 61s., No. 2 55s. to 58s., Domestic 55s., No. 3 47s. to 50s.

The values realized at this comparatively new distributing point fully justify further shipments.

FIRST SHIPMENT THROUGH PANAMA CANAL

Before the war an experiment was made in the shipment of Western boxed apples in ordinary stowage without refrigeration through the Panama canal. In addition to the lack of refrigeration, the shipment was further handicapped by being delayed for a considerable time in an Atlantic port, and, as might have been expected, the results were disastrous, the condition on arrival being deplorable.

The first experiment in the shipment of boxed apples through the Panama canal direct to a United Kingdom port has just taken place; 19,073 boxes of Washington apples loaded at Seattle, 11,952 boxes of California apples, 924 half-boxes of California Beurre D'Easter pears, and 480 drums of California Emperor grapes loaded at San Francisco on the ss. *Eemdijk*, of the Holland-Amerika Line, were sold at auction in Southampton on November 30. The whole shipment, seven weeks in transit, arrived in perfect condition, and the result of the experiment shows most conclusively that the Panama canal route, under refrigeration conditions, may safely be depended upon for the transportation even of soft fruits. Another most important point to be noted in favour of direct water transport is that the consequent diminution of handling greatly diminished the normal percentage of package breakage. Out of the 31,025 boxes of apples, 183 only required the attention of the coopers, and most of these were only slightly injured. The boxes, of course, were all wired. The Emperor grapes were packed in cardboard drums, packed with redwood sawdust, and arrived absolutely intact.

The cost of transportation and refrigeration was \$1.60 per box, as compared with 85 cents inland freight to New York and 70 cents ocean freight, or a total of \$1.55, so that the reduction naturally to be expected from water carriage is not yet apparent. It is to be expected, however, that as the use of this route is extended satisfactory reductions will be made.

Another Panama canal shipment of 32,000 boxes ex ss. *Kindudyk* is already afloat, and a third will soon be on the way.

THE SOUTHAMPTON APPLE AUCTION

A visit was paid to the newly opened Southampton auction on November 30 in connection with the sale of the first shipment of Pacific Coast apples direct by steamer to that port.

In the planning of the facilities offered for the transaction of business full advantage has been taken of the experience of the past, and the result is that Messrs. Simons, Limited, Southampton, have been able to secure a perfection of arrangement unequalled by any other auction.

The building has been erected on the docks, a stone's throw from the berths of the principal Atlantic liners carrying apples, thus reducing cartage to a minimum, while Spanish fruit boats lie alongside the attached warehouse, into which they may be directly discharged. This shed is 800 feet long, of ample width, well lighted and airy, and affords space for the accommodation of the largest cargoes, while beside the floor space, and under the same roof, run railway switches for the direct loading of the fruit after purchase. The saleroom, located above a portion of the shed, is large and well lighted, and yet has its successive tiers of seats, capable of accommodating 300 buyers, so arranged in a semi-circle that a good view of the elevator conveying samples from the warehouse below is secured from all points. The necessary offices are well appointed and accommodation is provided for commission agents who buy fruit in the room to complete the work necessary for the rapid despatch of their purchase to its destination, while conveniently placed telephone facilities permit them to secure close touch at all times with their customers. Quick lunches during the progress of a sale may also be obtained within the building.

Under the present disorganized condition of the London market, with the consequent delays in the distribution of the fruit, the heavy cost of cartage from the docks to Covent Garden and other markets, etc., there is no doubt but that fruit bought at Southampton and sold by auction methods will pass through the hands of buyers from London and the south and enter into consumption much more rapidly and with less attached costs than that delivered direct in London, while this quick distribution will be strongly reflected in the resulting condition of the fruit. These facts are already being realized by southern buyers, who may be expected to support the new venture in increasing numbers.

At the sale on November 30 some 54,000 packages of fruit, 31,025 being boxed apples, were disposed of in five hours, and some 150 buyers from such widely separated points as London, Portsmouth, Manchester, Hull, Sunderland, and Glasgow were in attendance. When values on all markets of the United Kingdom are more nearly on a level the attendance of these more northern buyers is scarcely to be expected, but at this particular time Jonathans had been selling at 23s. 6d. in Glasgow and as low as 17s. in London, so that there appeared a reasonable likelihood that apples could be secured at figures that would permit delivery in Glasgow at a cost less than the values made there at the last previous sale. Glasgow buyers can secure water transport from Southampton to Leith at 9d. per box, laying their apples down in Glasgow at a transport cost of 1s. 2d. per box. Rail transportation from Southampton is about as follows: to London 9d. per box, to Manchester and Liverpool 1s. 6d., to Glasgow 2s. 3d.

Sales were made at the following prices: California Newtowns, 17s. to 21s.; Washington King Davids, extra fancy 17s. to 18s., fancy 17s. to 17s. 9d.; Jonathans, extra fancy 17s. to 19s. 6d., fancy 17s. to 19s. 6d., "C" grade 16s. to 17s.; Grimes Golden, extra fancy 16s. 6d. to 17s. 9d., "C" grade 16s. 3d. to 17s. 9d.; Wagners, extra fancy 16s. to 17s. 6d., combination grade 16s. to 16s. 8d.; Greenings, extra fancy 17s. 3d. to 18s. 3d., fancy 15s. 6d. to 16s. 9d.; California Red Pears (a very inferior variety), 14s. to 15s. 9d.; Delicious, Skookum brand, 15s. to 17s. 9d. The prices realized for Grimes Golden were somewhat of a surprise, as last year this variety in good condition sold as low as 12s. to 14s. when Jonathans were steady at 20s. 10d. The lower values in the ranges above were made by unpopular sizes, either too large or too small.

British Columbia shippers will note the low prices paid for Delicious of the much-advertised Skookum brand, as compared with Jonathans.

Canadian shippers should take steps to secure transportation facilities to this port, as at present the advantages it offers for distribution to London and the south are going exclusively to our American competitors.

TRADE AND INDUSTRIES OF CZECHO-SLOVAKIA

TRADE COMMISSIONER L. D. WILGRESS

The Gablonz Industry

The home industry centred around the town of Gablonz, in Northern Bohemia, contributes the greatest proportion to the total exports from Czecho-Slovakia to Canada and the United States. The term "Gablonz goods" embraces a variety of articles, only a certain proportion of which are made from glass. In its extent and variety of its products the Gablonz industry is only surpassed by the toy industry of Bavaria. It is estimated that before the war 60,000 people were engaged in this industry.

The Gablonz industry is supported by several large factories, which provide the materials to thousands of homes where practically all the members of the family do work which cannot be done by machines. The most important factories are the glass-works producing glass bars and tubes. Every week the head of the family takes over or buys from the factory from 16 to 44 pounds of glass to be made up at home into finished articles. For this work about a ton of coal and several gallons of oil are required every month. There are also factories, large and small, throughout the district which supplement the work of the home industry, providing other materials besides glass and manufacturing by machinery certain articles in quantities. It is, however, the articles produced by careful handwork which have by their taste and refinement secured the reputation for Gablonz goods throughout the world.

Over 90 per cent of the entire quantity of Gablonz goods are exported to foreign countries, principally to western Europe, North and South America, and the Orient. Before exportation the goods pass through many hands. The home workers sell or dispose of their products to agents who resell to exporters. Since the formation of the Republic manufacturing and export syndicates have been organized among the workers in the different communities. These syndicates supply the workers with raw material and dispose of the finished articles. During the first part of 1920 the exports of Gablonz goods were valued at about 90,000,000 Czecho-Slovak crowns a month (nearly \$1,800,000). During the last few months, however, exports have decreased by about 30 per cent, owing to the higher exchange value of the crown and the deterrent effect of the export tax amounting to 5 per cent of the invoice price. On account of the shortage of coal and raw materials as outlined above when dealing with glass production, the Gablonz industry has been operating at about 50 per cent of the prewar standard.

GREAT VARIETY OF PRODUCTS

The articles produced by the Gablonz industry are so varied that it is difficult to give a comprehensive list. Most of the articles can be classed as either imitation precious stones, jewelry, ornaments or novelties. The most important line is glass beads of all sizes and colours and bags and other articles made from beads. Large quantities of bangles are shipped from the Gablonz district to India and the Far East. About 12,000 workers were employed before the war in manufacturing bangles alone. Buttons, cuff links and clasps are another considerable item of export from Gablonz, especially to North America. Cheap jewelry of all kinds, imitation stones, ornaments, artificial flowers of glass, imitation animals, millinery ornaments, shoe buckles, boxes, souvenirs of all kinds, picture frames, stained and ornamental glass and a thousand and one other articles made from glass, metal, porcelain, stone or other material are included among the products of the Gablonz industry, some of which may be seen in nearly every jewelry, novelty or bric-a-brac store in Canada.

The Textile Industry

Cotton, woollen, linen and other textiles are manufactured in large quantities in Czecho-Slovakia and the Republic retains most of the textile mills of the former Austro-Hungarian Empire. The total production of textiles in the territory now comprising Czecho-Slovakia was valued before the war at approximately \$300,000,000 a year, of which two-thirds was exported beyond the boundaries of this territory. Of this amount the cotton industry contributed 135,000 tons of products valued at \$174,600,000, the woollen industry 53,000 tons of a value \$100,000,000, and the linen industry 22,500 tons of goods valued at \$28,000,000. There should be mentioned the jute industry with 35,000 spindles and 13,000 looms producing annually before the war 30,000 tons of goods valued at \$6,000,000, and the Czecho-Slovak silk industry with 8,000 looms, which had an output in normal times of 4,400,000 lbs. of silk goods of a value of approximately \$2,000,000 a year.

COTTON GOODS

According to the report of the Association of Czecho-Slovak Textile Manufacturers, there are 87 cotton spinning mills in Czecho-Slovakia with 3,565,000 spindles. This is about 75 per cent of the spinning mills of former Austria-Hungary. The cotton-weaving mills number 600 with about 137,000 looms, or 90 per cent of those of the former Empire, while Czecho-Slovakia has 80 per cent of the other cotton factories. In addition there are 30,000 hand looms in the Republic. The cotton mills are dependent upon the American raw cotton market and, owing to the difficulties of purchasing supplies, are at present only able to operate at about one-fourth of capacity. The arrangements which have been made for obtaining supplies of raw cotton have already been outlined. The receipt of these supplies and the improvement in the coal situation will enable the cotton industry to resume production on a large scale. In normal times the mills of Czecho-Slovakia require about 600,000 bales of raw cotton a year, of which 57 per cent is manufactured into products for export beyond the boundaries of the Republic, principally to Austria, Hungary, Jugo-Slavia and the Near East.

WOOLLENS

About 87 per cent of the former Austro-Hungarian woollen mills are located in Czecho-Slovakia, there being 34,000 looms, and 400,000 spindles for combed or dressed yarn, and 800,000 spindles for carded yarn. The annual requirements of the mills call for about 66,000,000 lbs. of wool. The chief centres of the industry are Brunn in Moravia, in Silesia, and in northern Bohemia. The range of products covers fine and medium fabrics; worsted and carded yarn; mohair and cashmere, etc; cloth for overcoats; coarse cloths; shawls; plaids; various kinds of felt; cloth for technical use, for lining garments, boots, etc; and woollen knitted goods and hosiery of all kinds. The domestic demand accounts for about only 20 per cent of the normal production. Owing to the lack of wool and the coal shortage the mills were operating during the greater part of 1919 at only about 15 per cent of capacity, but recently the situation has greatly improved, as already outlined, and the production is being augmented. Fairly considerable quantities of cloth, felt and clothing have lately been exported.

LINEN

Practically the whole of the former Austro-Hungarian linen industry is now located in Czecho-Slovakia. Of the 26 flax-spinning mills with 300,000 spindles of the old Empire, Czecho-Slovakia has 25 mills with 285,000 spindles. Similarly of the mechanical looms, 9,269 out of a total of 9,514 for the whole of Austria-Hungary are now in Czecho-Slovakia. In addition there are about 12,000 hand looms in the

Republic. The prewar output of the spinning mills was about 600,000 packs of linen yarn and tow yarn a year. During 1919 the production was only 96,000 packs, which may be accounted for by the shortage of raw material. Before the war home-grown flax supplied the spinners with one-third of their requirements, the 1913 crop amounting to 13,619 tons of fibre. There has since been a considerable reduction in the growing of flax, the 1919 crop amounting to 5,800 tons. The Government has taken measures to encourage the cultivation of flax-fibre, and in view of the favourable outlook for the linen industry it is expected that this will once more become a lucrative branch of Czecho-Slovak agriculture. At present the prices for linen goods in Czecho-Slovakia are comparatively low and foreign buyers have commenced to take advantage of this situation, a revival of exports having begun towards the end of 1919. The total production of the linen-weaving mills during this year amounted to nearly 25,000,000 yards of linen goods. When operating at capacity the flax-spinning and linen-weaving mills of Czecho-Slovakia export about 75 per cent of their output.

CLOSE RELATION WITH AUSTRIAN INDUSTRY

The textile industry of Czecho-Slovakia is closely inter-related with that of Austria and before the war most of the producing companies were financed from and had their administrative offices at Vienna. The cotton mills in Bohemia, Moravia and Silesia also passed on a large proportion of their products to finishing mills in Austria, which depended on the former for supplies. Efforts are now being made to free the Czecho-Slovak industry from Austrian control and to establish finishing works and other mills, which will enable all the operations of manufacture to be conducted in Czecho-Slovakia.

The Porcelain Industry

The manufacture of all kinds of china and crockery is another former Austrian industry which is almost entirely concentrated in Czecho-Slovakia. The most important raw materials for this industry are found in Bohemia, in which province there are 55 factories. The existence of a body of well-trained workmen is another of the foundations of the industry. The pre-war production is estimated at 30,000 tons of a total value of from five to six million dollars. Of this output 58 per cent was shipped abroad, the export being comprised of approximately 7,960 tons annually of decorated or painted porcelain valued at \$2,100,000, about 6,000 tons of white porcelain of a value of \$776,000, and 4,550 tons of porcelain for technical use valued at \$770,000. At the present time nearly 85 per cent of the total production is being sent to foreign countries. The output has been restricted since the formation of the Republic by the shortage of coal and the difficulty of securing supplies of gypsum and other materials not produced in Czecho-Slovakia. New export regulations recently enforced confined the export of china to firms producing, painting or dealing in porcelain upon payment of a 3 per cent duty and supplementary charges varying from 20 to 120 per cent of the invoice price, according to the rate of premium at which the currency of the country, to which the goods are sent, is quoted as compared with that of Czecho-Slovakia.

The Timber Industry

A review of the forest resources of Czecho-Slovakia was given in another part of this report. At the present time timber and manufactured wood products are considered along with sugar the best articles of export from Czecho-Slovakia. In Bohemia, Moravia and Silesia there are 805 modern saw-mills driven by steam and electricity and 1,853 saw-mills driven by water-power. The frame saws in these mills number 2,320 and the single saws 1,054. The saw-milling industry is developed to the same extent in Slovakia, there being 630 large saw-mills in the province and a great number of other wood-working establishments. The quantity of planks and

deals, which should be available for export from Czecho-Slovakia during the present year, is approximately 106,000,000 cubic feet. In addition there is a considerable industry in the Republic concerned with the manufacture of a variety of articles out of wood, a large proportion of which are exported abroad. The most important of these articles are furniture, barrels, packing cases, carriages, railway cars, matches, pencils, toys, musical instruments of resonance, wood and shingles. Tannin is produced from oak and pine, while resin is another product of the Czecho-Slovakia forests.

Toys and stringed musical instruments are manufactured mostly in villages near the German border, where the inhabitants work at home. There are also small manufacturers of these articles scattered throughout the Republic. Bohemia is well known for its pencils, which are manufactured at Budweis—the famous Koh-i-noor—and also in Moravia. The largest export of manufactured wood articles has, however, been in furniture, particularly the bent-wood furniture, which is known in Canada as “Austrian” furniture and of which large quantities were sent from Czecho-Slovakia to Canada before the war. There are ten firms manufacturing bent-wood furniture in Czecho-Slovakia and eleven firms making other kinds of furniture.

[In the next number of the *Weekly Bulletin* Mr. Wilgress will report on the lace, leather, chemicals, and metals and machinery industries of Czecho-Slovakia.]

CANADIAN LINSEED CANNOT COMPETE WITH LINSEED FROM INDIA FOR OIL CRUSHING PURPOSES

Mr. D. H. Ross, Canadian Government Trade Commissioner in Melbourne, Australia, recently cabled that there was a large demand for flax seed in Australia for oil crushing purposes. An important Winnipeg firm cabled to the Canadian Trade Commissioner a quotation of \$4.30 per bushel c.i.f. Sydney. On receiving this quotation Mr. D. H. Ross, Canadian Government Trade Commissioner, wrote on November 12, as follows: “The quotation of \$4.30 per bushel c.i.f. Sydney is equivalent to \$172 per ton of 2,240 pounds. This works out at the latest Montreal exchange of \$3.80 at £45 5s. 3d. whereas the largest importers in Sydney are landing Calcutta linseed at £33 16s. 4d. per long ton c.i.f. Sydney, which is a difference in favour of the India linseed of £11 8s. 11d., which of course places the Canadian quotation quite outside of competition.”

On November 19 Mr. D. H. Ross wrote as follows: “This morning I saw the Secretary of the Commonwealth Government Flax Committee and was advised that Victorian flax seed was now obtainable at £35 to the ton, or say 17s. 6d. per bushel, the ton being 2,240 pounds. In June last the committee were selling at £48 per ton, or say £1 4s. per bushel, as the rate of exchange with India was then comparatively high, but since the rate improved the price has come down for Indian seed to about £33 or even less at Sydney, ex ship. The secretary of the Flax Committee states that they give a bonus of £6 per long ton on standard flax, and that for seeding purposes they had ample “Blue Riga,” which had been thoroughly acclimatized and therefore, in his opinion, more suitable than Canadian, even were the latter competitive.”

RATIFICATION BY BRITISH GUIANA OF THE CANADA-WEST INDIES TRADE AGREEMENT

With reference to the announcement in last week's issue of the *Weekly Bulletin*, page 1817, to the effect that British Guiana had ratified the new Canada-West Indies Trade Agreement, the department is in receipt of a cablegram from British Guiana stating that the new preferential rates of duty went into operation on December 7. As soon as a copy of the new tariff of British Guiana can be obtained, it will be published in full in the *Weekly Bulletin*.

MARKET FOR HARDWARE, ETC., IN COCHIN-CHINA

(British Board of Trade Journal)

The British Consulate at Saigon, Cochin-China, draws attention to an opportunity which exists there for the sale of British goods, particularly for metal goods, tools and hardware of all descriptions.

It would appear that goods of French manufacture are much in favour in that market, but by reason of the difficulty which is being experienced in obtaining delivery, importers are now seeking other sources of supply, and it is thought that the ensuing six months will afford an excellent opportunity for the introduction of British products, provided that reasonably early delivery can be promised.

UNION OF SOUTH AFRICA TARIFF CHANGES

The Commercial Intelligence Branch of the Department of Trade and Commerce has just received from Assistant Trade Commissioner P. W. Ward, Cape Town, South Africa, copy of the 1920 amendment to the South African tariff, which recently went into effect. The changes provided for in this amendment are as follows:—

DECREASED CUSTOMS DUTIES. PART II.

Tariff Item.	ARTICLE.	Duty.		Rebate on goods the growth, produce, or manu- facture of the United Kingdom and reciproca- ting British Possessions.	
		£	s. d.	£	s. d.
58	Blankets and sheets, or rugs, cotton, hair, or woollen, or manufactures of cotton, hair or wool, commonly used as blankets, or rugs; padded quilts; and coats, jackets, or other apparel made of blanketing or baize not elsewhere enumerated.	20%	ad valorem..	3%	ad valorem.
73(a)	Airships, aeroplanes and other aircraft, including completed parts thereof.....	3%	ad valorem...	The whole duty.	
76 (a)	Asphalt, bitumen, pitch and heavy oil, and preparations thereof, for road or pavement construction; in bulk; provided they are of a standard approved by the Commissioner of Customs.....	3%	ad valorem...	The whole duty.	
98 (b)	Filters: being machinery, apparatus and appliances directly connected with and essential to the construction of filtering or water-purifying plants, attached to or used in connection with a public water supply system.....	3%	ad valorem...	The whole duty.	
133 (a)	Structural steelwork, and the equipment directly connected with and essential to the construction of barrages for irrigation and other water supply purposes.....	3%	ad valorem...	The whole duty.	
138	Traction engines and power lorries and trailers for the same; stone crushers; steam rollers; street sweeping and street spraying machines; asphalt melting and mixing plant; tar and pitch boilers	3%	ad valorem...	The whole duty.	
171	Guano and other substances, animal, mineral, or vegetable, artificial or natural, suitable for use as fertilizers or manures; phosphate rock.....	Free.....		Nil.	
193 (a)	Apparel (not being goods specifically charged with duty under Act 26 of 1914, Act 22 of 1915, Act 37 of 1916, or this Act), being articles of clothing for the human body made up for immediate use as such, but not including articles merely for the purpose of adornment, nor articles made of or containing silk or imitation silk, and not including furs and muffs; hats and caps.....	15%	ad valorem..	3%	ad valorem.
193 (b)	Cotton piece-goods and woollen piece-goods, and piece-goods composed of a mixture of cotton and wool.....	15%	ad valorem..	3%	ad valorem.

PART III.

The following amendments or additions to the tariff are also made:—

Class IV.—Duty 3 per cent ad valorem, with a rebate of the whole duty on goods, the growth, produce, or manufacture of the United Kingdom and reciprocating British possessions.

Tariff Item.	ARTICLE.	Amendment or Addition.
75	Ammonium; anhydrous, carbonate, chloride (salammoniac), nitrate, and perchlorate in bulk.	Ammonia (solution) and anhydrous ammonia, ammonium carbonate, ammonium chloride (salammoniac), ammonium nitrate, and ammonium perchlorate; in bulk.
120	Paper: all paper, including tissue paper in its original; mill ream wrapper, not less than 16 in. by 15 in. when imported in the flat, and paper in reels not less than 9 in. wide, but not including feint or ruled papers, blotting, wall, or sanitary papers.	Paper: all plain or composite papers, including tissue paper, in the original mill wrappers, flat or folded, not less than 16 in. by 15 in., and in reels, including paper in reels used for the monotype typesetting machine; but not including ruled or printed papers, stationery, blotting, wall, sanitary, sensitized, tracing, or carbon papers.

Class V.—Free.

Tariff Item.	ARTICLE.	Amendment or Addition.
167	Dyes, for manufacturing purposes; and substances for bating, tanning, and finishing of leather, including alum.	Dyes, colour preparations (not including boot blacking and boot polishes), used in the manufacture or preparation for sale or articles; substances for preparing or bating hides, and substances for tanning and finishing leather, including alum and hyposulphide; under such conditions and regulations as the Commissioner of Customs may prescribe.

UNION OF SOUTH AFRICA TARIFF INTERPRETATIONS

The Canadian Trade Commissioner in South Africa has forwarded a list of new tariff interpretations, among them being the following:—

Article	Rate	No. in Tariff
Eggs, in the shell, liquid or desiccated, whether fresh, frozen or tinned, and whether whole or yolks or whites only.	Per lb. 1d.	21
Electrical automatic tea weighing and packing machine.ad valorem	3%	114 (a)
Sanitas Creoleum B. disinfectant.ad valorem	20%	193
Stiles fender straightener, for straightening mudguards.ad valorem	20%	193
Tin bottle necks, for fitting to can.ad valorem	20%	193
Tin ends, stamped and fitted with gaskets, for fruit cans or jam tins.ad valorem	20%	193
"Trouble lamps"—electric hand lamps.ad valorem	20%	193

In each case, there is a rebate of 3 per cent ad valorem for imports from Canada and other reciprocating British colonies, making the goods duty free when the rate to foreign countries is only 3 per cent.

PAYMENT OF ITALIAN DUTIES IN PAPER

A cablegram from Rome, under date of December 20, 1920, published in the *United States Commerce Reports*, states that, effective December 20, 1920, Italian import duties when paid in paper instead of gold will be increased 200 per cent.

FISHERY STATISTICS FOR JAPAN.

TRADE COMMISSIONER A. E. BRYAN.

POPULATION.

The population of the Empire of Japan (including Japan proper, Korea, Formosa and Karafuto) is estimated at 78,070,000; and there are said to be about 1,400,000 people working for fisheries and fish trade, almost evenly divided between professional and occasional fishermen. The following table gives the catches of fish in the years 1913, 1916, 1918:—

FISH HARVEST OF JAPAN, 1913, 1916, 1918.

(Note.—A Kwan=8.27 pounds).

	1913. Kwan.	1916. Kwan.	1918. Kwan.
Herring.. . . .	107,874,433	138,070,503	79,105,564
Sardine.. . . .	45,767,225	62,496,889	69,045,914
Anchovy	25,735,461	32,119,335	21,085,781
Bonito	11,275,490	9,477,679	7,695,954
Mackerel.. . . .	9,137,961	11,878,500	15,318,266
Tunny.. . . .	3,775,832	2,983,386	3,340,244
Yellow tail	6,559,735	8,569,102	5,751,071
Cod.. . . .	10,123,633	12,041,478	8,017,389
Pullock.. . . .	7,513,593	6,441,661	7,401,720
Shark.. . . .	1,782,667	1,947,289	1,947,520
Tai (Pagrus).. . . .	4,827,596	5,240,077	4,196,047
Kurodai (sporus).. . . .	909,314	743,478	683,102
Hirame (Paralichthys).. . . .	1,676,406	1,355,888	974,394
Karei (Flat fish).. . . .	11,502,183	11,356,166	8,899,434
Sawara (Cybium).. . . .	1,328,754	869,485	1,110,836
Horse mackerel.. . . .	2,903,892	3,784,059	3,046,230
Komatsu (Barracuda).. . . .	508,905	512,332	585,637
Dolphin (Coryphaena).. . . .	810,352	852,056	680,292
Flying fish.. . . .	1,702,335	1,740,995	1,358,658
Samma (Skipper).. . . .	9,353,923	3,736,139	823,157
Grey-mullet	1,539,587	1,696,753	1,559,931
Salmon.. . . .	2,261,711	1,939,762	3,090,499
Trout.. . . .	9,013,602	3,058,985	3,131,940
Ayu (Plecoglossus).. . . .	900,039	784,695	830,817
Carp.. . . .	767,231	1,130,901	1,114,438
Eel.. . . .	702,585	984,980	955,565
All others.. . . .	12,436,961	13,820,800	24,288,325
Shell Fish—			
Sea-ear.. . . .	1,277,700	1,045,908	1,185,169
Oysters.. . . .	6,610,478	10,139,394	9,277,375
Clam.. . . .	1,423,390	1,050,184	1,202,817
Cuttle fish.. . . .	1,375,590	1,552,602	1,619,549
Prawn and shrimp.. . . .	5,694,688	6,076,846	5,156,686
Spring lobster.. . . .	259,745	321,568	327,679
Crab.. . . .		898,434	1,018,093
Whale (number)	1,099	2,069	2,641

The following tables give the imports and exports of fish:—

IMPORTS OF FISH INTO JAPAN

	1913.		1916.		1918.		1919.	
	Kin.	Yen.	Kin.	Yen.	Kin.	Yen.	Kin.	Yen.
Salted Herring—								
Asiatic Russia..								
Great Britain..								
Germany..	1,889	367						
United States..	1,947,061	82,135	193,416	11,023				
Canada..	221	11						
Mexico..	1,988	150						
Salted Salmon—					(Picul.)			
Asiatic Russia..								
United States..	2,880,163	210,399	831,389	54,643	9,195	74,000	891	9,000
Canada..	3,140,070	219,391	332,065	17,246	2,645	25,000	8,153	159,000

EXPORTS OF FISH FROM JAPAN

	1913.		1916.		1918.		1919.	
	Kin.	Yen.	Kin.	Yen.	Picul.	Yen.	Picul.	Yen.
Fish, fresh.....	1,584,032	189,887	4,038,496	254,904	101,355	3,147,000	35,602	2,346,000
Cuttle Fish (dried).....	24,693,011	4,404,234	16,095,810	3,067,560	81,562	1,543,000	71,345	1,720,000
Cod Fish (dried).....	8,278,937	664,858	8,864,225	703,298	1,820	29,600	3,778	77,000
Sardines (dried).....	267,535	19,877	252,981	23,986	3,864	121,000	5,434	179,000
Other Dried Fish.....	2,469,190	192,932	543,963	79,942	59,355	722,000	60,649	817,000
Salted Trout.....	6,042,471	290,621	11,928,596	696,497	1,051	9,000	702	7,000
Salted Perring.....	761,143	33,276	81,131	5,003	5,195	30,000	7,983	66,000
Salted Sardine.....	513,652	23,497	818,659	30,759	19,900	229,000	37,379	543,000
Other Salted Fish.....	2,833,104	158,549	3,177,232	241,172	8,389	259,000	10,771	437,000
Sardine, boiled and dried.....	1,832,984	305,195	1,773,345	296,306	10,842	247,000	7,968	239,000
All other Fish.....	10,174,560	3,486,459	12,527,113	4,089,552	49,904	5,288,000	58,901	5,126,000

Local Retail Prices Paid for Imported Fish in Japan.

(Normal exchange one yen=50 cents.)

Name.	Packer.	Brand.	Retail Price.
Kipperd herrings.....	Adolph Goldmark & Sons, New York	Oval 1 lb., tin-flat.....	Yen 1.10
" "	Alaska-Pacific Herring Co., Seattle	15 oz. tins, flat.....	.80
Salmon.....	Sussman & Wormser & Co., San Francisco	S. & W., flat.....	1.25
" "	California Packers Corporation, San Francisco	Flats.....	—
Lobster.....	Burnham & Morrill.....	Flats.....	1.25
Sardines.....	A French brand in quarter flats.....		1.75
" "	Canadian (Brunswick).....		.45
" "	Japanese (Bensen).....		1.00
Shad roe.....	Booth & Co., San Francisco	Crescent brand, 7½ oz..	1.55
Shrimp.....	W. Cluff Co., San Francisco		.65
Clams.....	Burnham & Morrill Co.....	5 oz. tin.....	.40
Oysters.....	Sea Food Co., Biloxi, Miss., U.S.	Sweetheart brand.....	.40
Finnan haddie.....	Alfred Jones & Sons, Bangor, Maine	5 oz. tin.....	1.00
Anchovies—in pure oil.....	French.....	4 oz. glass jar.....	3.00
Anchovies—in oil.....	Japanese.....	In ¼ lb. tin.....	.75
Pike—smoked in oil.....	"	In ¼ lb. tin.....	.45
Gaspé lobster.....		1 lb. tin, flat.....	2.50
B.C. salmon.....		1 lb. tin, tall.....	1.50
B.C. pilchards.....		1 lb. tin, tall.....	1.00
Salted salmon—Retail 1.00-2.00 a piece—Wholesale 40-70 sen.			

CANADIAN FISH IMPORTED.

Besides the imports of salted fish as shown in the table of fish imports, small quantities of Canadian canned fish find their way into Japan through wholesale grocers located in Vancouver. Brunswick sardines and British Columbia salmon and pilchards as well as Gaspé lobsters are to be seen in the better class grocery stores, but the imports under this heading are quite small, not more than 100 cases being imported a year. Most of the canned fish to be seen in the stores is of Japanese or American packing.

The salted fish trade, which altogether disappeared during the war, seems to be picking up again, and already this year salted salmon to the value of 57,234 yen (286-032 kin) was imported up to the end of July, although from what sources I am not yet able to say. But this business seems to be chiefly in the hands of the Japanese themselves—that is, Japanese fishermen on the Pacific coast catch the fish and Japanese firms in Vancouver ship it over here. It is often re-shipped from here to China. The chief demand in Japan for salted salmon is at New Year on account of it being considered a fine present to give any one.

TARIFF RATES APPLYING TO FISH IN VARIOUS FORMS.

The import duty on fish into Japan is as follows:—

Fresh fish..	30 per cent.
Preserved in tins—	
(a) Sardines in oil..	40 per cent (Conventional—20 per cent).
(b) Other..	40 per cent.
Salted whale meat—	
(a) Tail meat..	Y. 3.60 per 133 pounds.
(b) Other..	1.90 per 133 pounds.
Salted fish..	2.00 per 133 pounds.
Other fish..	30 per cent.
Fish oil and whale oil..	Y. 1.30 per 133 pounds.
Fish (uneatable) for manure..	Free.

CONDITIONS OF PACKING AND TRANSACTING BUSINESS PECULIAR TO JAPAN.

Canada's trade in fish with Japan will always be confined for the most part to the salted variety as in the past, and in this she must compete chiefly with the United States Pacific coast fishermen. Up to the present it has been divided quite evenly. But during the last two or three years the Kamchatka fisheries have taken a big share of this business, as well as of the canned variety. Japanese firms are heavily interested in Kamchatka, now having their own fisheries, canneries, etc., located there. There is a big profit in the sale of these salted salmon for the retailer—as he sells an American salted salmon for from 1.50 to 2 yen a piece, depending on size, whereas wholesale one cannot get more than 40-70 sen a piece for them.

Salted fish come packed in strong wooden boxes of 100 or 200 pounds.

The market for fish depends on the price it is offered at, which must be such to compete with the Kamchatka and American product.

If Canadian exporters of fish will send prices and full particulars to this office, these will be placed in the hands of importers.

ASSOCIATED CHAMBERS OF COMMERCE OF SOUTH AFRICA

TRADE COMMISSIONER W. J. EGAN

Cape Town, November 7, 1920.—The annual congress of the Associated Chambers of Commerce of the Union and adjoining countries was held in Port Elizabeth, Cape Province, during the week of September 20.

Through the courtesy of the executive of the Associated Chambers, your commissioner attended throughout the congress. This gave me the occasion of meeting the representatives of some sixty Chamber of Commerce, and in connection with the agenda for the congress I was able to submit a great deal of Canadian data which was very much appreciated. Each Chamber present received a copy of the 1920-21 *Canadian Trade Index*, published by the Canadian Manufacturers' Association.

The agenda of the congress covered such subjects as The Navy, Customs Matters, Cost of Living, Trade Combinations, Government Flour Purchases, Railway Construction, Railway Matters, Sea Freights, Ministry of Commerce, Consolidation of Laws, Weights and Measures, Income Tax, Currency and Banking, Naturalization and Registration of Foreign Subjects, Asiatic Trading, Co-operative Societies, Wireless Telegraphy, Grading of Grain, and many other subjects.

UNION COMMERCE

In the course of an able and exhaustive address at the opening of the congress, the President of the Associated Chambers of Commerce, Mr. A. B. Thomas, dwelt upon many points of importance in relation to the conduct and development of trade in South Africa. A large part of the president's speech was devoted to an examination of the manufacturing, farming and mining conditions of the country.

For the information of Canadians interested in South Africa as an export field and a progressive Dominion of the Empire, extracts from the speech are submitted. Mr. Thomas said:—

"The period I have to review has been one of exceptional prosperity in South Africa and all classes of commerce have enjoyed this position in varying degrees. It is interesting to note that the prophesies of those pessimists who were so sure that South Africa would suffer trade depression after the Great War, similar to that experienced after the Boer war, have been utterly confounded, and I think that to most of us their ideas were incomprehensible all the time, as the conditions were absolutely different—the termination of the Boer war found the country flooded with surplus stock and faced with the withdrawal of an artificial population, as opposed to an abnormal shortage of all supplies and the return of thousands of South Africans from Europe, at the termination of the Great War.

"South Africa is favourably situated in many ways; it has practically unlimited possibilities in the production of raw materials, the cheapest coal in the world and a labour asset in the form of the native races unequalled in any other country.

"The value of the factories of the Union will be appreciated when it is realized that there are over 6,000 of them, employing 134,000 hands, paying annually 12½ million pounds in wages and producing goods valued at £61,000,000 per annum—an amount which probably exceeds the value of the output of all the mines in the Union added together.

FARMING

"I think it will be generally admitted that the farming community has been having the time of its life—undreamed-of prices have been paid for wool, skins, hides, grain, fruit, dairy products, and indeed for every variety of raw material. It was, of course, impossible that such a state of things could last indefinitely, and there are very clear indications that these fancy prices are in many cases a thing of the past; the slump in wool, for instance, means a reduction in earnings of millions of pounds sterling, but even at the reduced figures sheep farming remains an exceedingly paying proposition.

"Without in any way discounting the importance of the gold and diamond mines, it is well to bear in mind that they only represent a portion of the immense mineral wealth of the country. We have gigantic coal fields in the Union and in Rhodesia that will not be exhausted in 1,000 years; not only is the quantity of the coal practically unlimited, but it is the cheapest coal in the world, and in view of the fact that coal is one of the articles for which the human race has the greatest need, you will appreciate the possibilities and potentialities of this deposit to South Africa. It is interesting to note that during the six months from January to June of this year, in addition to the coal used in this country for railway, manufacturing and other purposes, we exported 1,300,442 tons of bunker coal. Sir Robert Kotze, in 1911, estimated the coal resources of the Transvaal alone at 36,000,000,000 tons. I will not weary you with details of the iron ore deposits, asbestos, copper ore, lead, silver, tin and other base metals, but collectively they represent almost untold wealth, and it is questionable whether there is any country in the world with opportunities for development and progress to equal those of South Africa."

ECONOMIC SITUATION IN GERMANY

(British Board of Trade Journal)

The Commercial Secretary to H.M. Embassy, Berlin, states that the stagnation in German industry which set in during the spring and continued throughout the summer, eased off towards the end of October, and the boot and shoe and textile trades, which were particularly affected, began to report increased activity, partly due in the former to Government orders. A continued low mark rate further emphasizes Germany's competitive power in foreign markets. This did not disappear, though it weakened, during the temporary recovery of the mark. The reasons are well-known, but deserve constant repetition:—

(a) The rise in wages and prices has not corresponded completely to the deterioration of the mark, and therefore, leaves a margin which places the German at an advantage compared with his chief competitors, all of whom have better rates of exchange.

(b) It is imperative for German industry and the German Government to obtain as much good currency as possible, and, therefore, the former, encouraged by the latter, has rapidly and successfully attacked suitable foreign markets with all its old energy and skill. The State has endeavoured to give assistance in the shape of the system of import and export licenses; while there can be no doubt that this system as a whole has overstepped the bounds of practical utility, it does in certain cases prove a convenient instrument for directing foreign trade into given channels as well as for preferential treatment. It is interesting to note that practically all the German articles about which there are complaints as to dumping in England, do not require an export license.

(c) Germany is fully aware of the importance to her future development and prestige of possessing strong and world-wide trading connections.

Through all the difficulties and upheavals of the past two years, German industry has not lost sight of these facts, and has shown its usual adaptability and resource in achieving its aims, with the result that its products have reappeared in most markets and are difficult to beat. This state of affairs is the more remarkable as there is no denying that the country has at times, partly for economic and partly for political reasons, been in a most critical position; for the future, however, provided its territorial integrity is not interfered with, it must be regarded as a competitor who must be reckoned with possibly not so much on account of the volume of its production as because of the skill with which that production is placed in foreign markets.

UNITED STATES TREASURY DEPARTMENT RULING RESPECTING THE MARKING OF BAGS, SACKS AND COVERINGS

The United States Treasury Department gave a recent ruling to the effect that bags or sacks containing imported potatoes, turnips, and similar articles may be admitted to entry without being marked to indicate the country of origin. The question had arisen with the Collector of Customs, Detroit, Michigan, in respect of bags containing potatoes imported from Canada. The new ruling states that the law does not contemplate the marking of the coverings of crude substances, such as hides, logs, wool, crude rubber, etc., or of other substances of a moist or deliquescent nature, like certain kinds of sugar in mats, etc., the marking of which would be impracticable.

THE VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

TRADE COMMISSIONER D. H. ROSS

Melbourne, November 22, 1920.—In sequence to the report from this office (which appeared in *Weekly Bulletin* No. 877) with reference to the large quantity of electrical equipment and other material required by the Victorian Government in its scheme for utilizing the brown coal deposits at Morwell for electrical power, Canadian manufacturers are further advised that tenders for additional supplies in connection with the same scheme are now being called for.

The additional material required is briefly described as follows:—

Specification No. 45.—500 miles of copper telephone wire, or, alternatively, 500 miles of copper clad steel wire.

Specification No. 46.—25,000 pin type insulators (22,000 V.) and pins, and 20,000 pin type insulators (6,600 V.) and pins.

These specifications may now be inspected by interested Canadian manufacturers at the Department of Trade and Commerce (refer file No. 26137) and also at the office of the Canadian Manufacturers' Association at Toronto.

Tenders, on the prescribed forms, close at Melbourne on February 24, 1921, and should be addressed to the Secretary, Electricity Commissioners, State of Victoria, 673 Bourke Street, Melbourne, Australia.

It is essential that interested manufacturers should ascertain the dates of the departure of the mail steamers from Vancouver and San Francisco, respectively, so that tenders will arrive in Melbourne before February 24, 1921 (after which date they cannot be considered).

"CANADA'S TIRELESS TRADE COMMISSIONER."

(From the *British and South African Export Gazette*)

His volcanic energy, backed by an enterprising Administration, is carrying Mr. W. J. Egan, the Canadian Trade Commissioner at Capetown, into wider fields of activity and responsibility. Less than 12 months ago he was in the Dominion, working day and night to get into close personal touch with the manufacturers there whose interests he represents in South Africa. No sooner was he back from that trip than a magnificent series of reports—no mere extracts from Blue Books, but packed with really practical information on every branch of trade—began to flow from his pen. While these are still in course of issue by the Department of Trade at Ottawa, Mr. Egan turns up in England again *en route* for the West Coast of Africa, where he will spy out the business opportunities with unerring skill and speed; and then, I suppose, before his report on the trip is through the press he will be back in Capetown once more, plunging straight into some new and original line of effort which his unfailing resourcefulness will have suggested to him. He has, indeed, absolute genius for the work of a commercial ambassador, and deserves an ambassador's honours and emoluments from the hands of the Dominion he serves so well.

A FIRST-CLASS COMMERCIAL INFORMATION SERVICE

British industrialists have a great deal to thank Mr. W. J. Egan for. It was a stroke of brilliant common sense, if not genius, that led him in the closing stages of the war to follow the highly commendable plan, in many of his official reports of taking one or another particular tool or appliance in which Germany specialized in the South African market, and telling manufacturers, and showing them by means of illustrations, exactly what this tool looked like, what duty it was constructed to perform, what it sold at, and how the purchasing public appraised its value

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 29

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 29, those for the week ending December 22 are also given for the sake of comparison.

		Parity.	Week ending December 22, 1920.	Week ending December 29, 1920.
Britain.. . . .	£	1.00	\$4.86	4.16 $\frac{1}{2}$
France	Fr.	1.	.193	.070
Italy.. . . .	Lira	1.	.193	.040
Holland.. . . .	Florin	1.	.402	.371
Belgium.. . . .	Fr.	1.	.193	.073
Spain	Pes.	1.	.193	.153
Portugal	Esc.	1.	1.08	.112
Switzerland.. . . .	Fr.	1.	.193	.180
Germany	Mk.	1.	.238	.016
Greece.. . . .	Dr.	1.	.193	.088
Norway.. . . .	Kr.	1.	.268	.178
Sweden.. . . .	Kr.	1.	.268	.234
Denmark.. . . .	Kr.	1.	.268	.180
Japan.. . . .	Yen	1.	.498	.579
India.. . . .	R.	1.	.342	.307
United States.. . . .	\$	1.	1.00	1.18 $\frac{1}{2}$
Argentina.. . . .	Pes.	1.	.965	.919
Brazil.. . . .	Mil.	1.	.546	.171
Roumania	Lei	1.	.193	.013
Jamaica.. . . .	£	1.	4.86	4.16
Barbados.. . . .	\$	1.	1.	.875
British Guiana	\$	1.	1.	.875
Trinidad.. . . .	\$	1.	1.	.875
Dominica.... .	\$	1.	1.	.875
Grenada.. . . .	\$	1.	1.	.875
St. Kitts.. . . .	\$	1.	1.	.875
St. Lucia.. . . .	\$	1.	1.	.875
St. Vincent.. . . .	\$	1.	1.	.875
Tobago.. . . .	\$	1.	1.	.875

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

Foodstuffs

2633. **Macaroni.**—A Liverpool firm ask to be placed in touch with exporters of the above.

2634. **Canned meats.**—A Liverpool firm ask to be placed in touch with exporters of the above.

2635. **Canned fruits.**—A Liverpool firm ask to be placed in touch with exporters of the above.

2636. **Packing house products.**—A firm of commission agents in Trinidad and branch in Demerara with a travelling staff covering the West Indies wish to represent a Canadian house for packing house products and also lard. Bank references.

2637. **Canned goods.**—A large firm of commission agents in Trinidad who cover the West Indies and Demerara wish to represent a Canadian firm for canned goods, including both fish and fruit. Good references supplied.

2638. **Grain and produce.**—The produce and grain department of a South African corporation, with head office in Cape Town, desires to get in touch with a responsible Canadian firm of grain and produce brokers, with a view to sole representation throughout the African continent.

Miscellaneous; and Representation

2639. **Paper.**—A well known Glasgow firm are in the market for 5,000 reams of wax tissue; also brown wrapping paper and grease-proof paper; and any other kinds used by confectioners. Samples and quotations requested.

2640. **Hosiery and soft goods.**—A Canadian, who is established in London representing United Kingdom manufacturers, would be glad to secure the agency, upon a commission basis, of a few Canadian manufacturers of soft goods, and notably hosiery, which would work in with his present connection.

2641. **Pine tar and other naval stores.**—A company in New York are desirous of obtaining connections with manufacturers in Canada for the purchase of pine tar and other naval stores.

2642. An enterprising and responsible industrial corporation covering the Union of South Africa and adjacent territory wishes to negotiate with Canadian manufacturers of suitable lines for sole representation of their products in the South African market.

2643. A firm resident and in business in Johannesburg for many years and possessing a large connection and knowing well the financial standing of the different firms doing business in that city desire to take up the representation of Canadian firms in South Africa.

2644. **Boots and shoes.**—A firm of travelling agents with head office in Trinidad wish to secure Canadian representation for boots and shoes. References given.

2645. **Furniture.**—A large firm of travelling agents with headquarters in Trinidad and branch in British Guiana wish to obtain a Canadian connection for low grade furniture, especially cheap furniture and rockers. Good references.

2646. **Rope.**—A commission firm in Trinidad with branch in Demerara and covering all the islands, with good references, wish to represent a Canadian firm manufacturing or selling rope of all kinds.

2647. **Representation in British West Indies.**—An ex-officer of the Canadian Expeditionary Force, whose home is in one of the West Indian islands, would like to get in touch with some large Canadian manufacturer with a view to acting as representative in the West Indian Islands and British Guiana. He has personal connections with some of the largest business men in the British West Indies. He served four years overseas.

2648. **Representation in South America.**—A member of the Canadian Expeditionary Force at present residing in New Orleans and who is about to go to Mexico as a representative of a United States firm desires to take up work with a Canadian exporter or group of exporters who desire to do business in the Spanish Republics of South America. He is at present in the grocery business, is familiar with the Spanish language and to a less degree with French and has travelled extensively in South America. Good references will be furnished as to integrity, ability, education, etc.

2649. **Representation in Great Britain and France by returned soldier.**—Ex-officer who had special opportunities during the war for making connections in the industrial centres of Great Britain and France seeks employment there. He will consider offers from firms desiring representation in either of the above countries and solicits an interview. He speaks French and has had a university education. He is prepared to return to Europe at any time.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

To LIVERPOOL.—*Canadian Settler*, Canadian Government Merchant Marine, Ltd., about January 6; *Metagama*, C.P.O.S. Line, about January 6; *Empress of Britain*, C.P.O.S. Line, about January 14; *Minnedosa*, C.P.O.S. Line, about January 22.

To LONDON.—*Grampian*, C.P.O.S. Line, about January 4; *Canadian Rancher*, Canadian Government Merchant Marine, Ltd., about January 10; *Ariano*, Manchester Line, about January 12; *Bosworth*, C.P.O.S. Line, about January 15; *Corsican*, C.P.O.S. Line, about January 29; *Dunbridge*, C.P.O.S. Line, about January 29.

To GLASGOW.—*Pretorian* C.P.O.S. Line, about January 7; *Cabotia*, Cunard Line, about January 7.

To AVONMOUTH.—*Bolingbroke*, C.P.O.S. Line, about January 5; *Montezuma*, C.P.O.S. Line, about January 31.

To MANCHESTER.—*Manchester Brigade*, Manchester Liners, about January 8; *Manchester Hero*, C.P.O.S. Line, about January 20.

To SOUTHAMPTON.—*Sicilian*, C.P.O.S. Line, about January 8; *Scandinavian*, C.P.O.S. Line, about February 12.

To BELFAST AND DUBLIN.—*Melmore Head*, Head Line, about January 20.

To ANTWERP.—*Sicilian*, C.P.O.S. Line, about January 8; *Bosworth*, C.P.O.S. Line, about January 15; *Scandinavian*, C.P.O.S. Line, about February 12.

To ROTTERDAM.—*Dunaff Head*, Head Line, about January 26.

To HAVRE.—*Grampian*, C.P.O.S. Line, about January 4; *Corsican*, C.P.O.S. Line, about January 29.

To HAMBURG. *Dunaff Head*, Head Line, about January 26.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—*Greidon*, Houston Lines, about January 15.

To KARACHI, BOMBAY, COLOMBO, MADRAS, RANGOON, CALCUTTA, SINGAPORE, BATAVIA AND SOERABAYA (via Mediterranean).—*Trevean*, Canadian Government Merchant Marine, Ltd., and British India Steam Navigation Company, Ltd., joint service, about January 29.

To AUSTRALIA AND NEW ZEALAND.—*Waimate*, New Zealand Shipping Co., about January 15; *Canadian Importer*, Canadian Government Merchant Marine, Ltd., about January 29; *Tairoa*, New Zealand Shipping Co., about February 15.

To EASTERN AND FAR EASTERN PORTS.—*Hellenes*, Houston Lines, about January 30; *Croxteth Hall*, Ellerman-Bucknalls, about February 25.

To SOUTH AFRICA.—*New Georgia*, Elder-Dempster & Co., about January 30; *Fantee*, Elder-Dempster & Co., about February 28.

From Halifax

To PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Cunard Line, about January 24.

To ST. JOHN'S, NEWFOUNDLAND.—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about January 7; *Manola*, Canada Steamship Lines, about January 15.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO NASSAU, BAHAMAS, KINGSTON, JAMAICA, AND BELIZE, BRITISH HONDURAS.—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about January 13.

TO BRITISH WEST INDIES.—*Chignecto*, Royal Mail Steam Packet Company, about December 24.

TO CARDIFF AND SWANSEA.—*Canadian Squatter*, Canadian Government Merchant Marine, Ltd., about January 14.

TO RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO AND BUENOS AIRES SERVICE.—*Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about January 20.

TO LIVERPOOL.—*Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about January 9; *Canada*, White Star-Dominion Line, about January 23; *Saturnia*, Anchor-Donaldson Line, about February 3.

TO MANCHESTER.—*Manchester Corporation*, Manchester Liners, about December 16.

TO GLASGOW.—*Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about January 9; *Saturnia*, Anchor-Donaldson Line, about February 3.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Farmer*, Canadian Government Merchant Marine, Ltd., about January 12.

TO HAMBURG AND DANTZIG (direct).—*Gothland*, Red Star Line, about January 14.

From Vancouver, B.C.

TO AUSTRALIA AND NEW ZEALAND.—*Niagara*, Canadian-Australasian Royal Mail Line, about January 12; *Wairuna*, Canadian-Australasian Royal Mail Line, middle January.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, C.P.O.S. Line, about January 13; *Empress of Asia*, C.P.O.S. Line, about February 10.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, C.P.O.S. Line, about February 1.

TO YOKOHAMA, MOJI, AND HONG KONG.—*Methven*, C.P.O.S. Line, about January 23.

TO YOKOHAMA, KOBE, HONG KONG AND MANILA.—*Talthybius*, Blue Funnel Line, about January 8.

TO KARATSU, SHANGHAI, HONG KONG AND SINGAPORE.—*Melville Dollar*, Dollar Line, about January 27; *Harold Dollar*, Dollar Line, about February 8.

THE PORT OF HOBART, TASMANIA

Hobart, the capital of Tasmania, is situated at the foot of Mount Wellington (4,166 feet high) on the Derwent river, twelve miles from its outlet at Storm Bay on the south coast of the island. It has handsome public buildings, including government house, the government offices and the houses of parliament. The chief industries are brewing, saw-milling, iron foundries, flour-milling, tanning and pottery and wool manufactures. The harbour is easy of access, well sheltered and deep, sailings not being affected by the tides, and there is wharfage accommodation for vessels of largest tonnage. In 1917-18 vessels of an aggregate tonnage of 279,058 entered at the port.

The principal imports are manufactured goods, tools, tea, sugar and general stores; and the exports include wool, grain, hops, timber, vegetables, fruit, fish and minerals. Population, 40,000.

The illustration on the front page of this number of the *Weekly Bulletin* gives a view of Hobart.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.l.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 1 Rue de Florence, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rut Goncalves Dias 30, Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

Newfoundland.

W. B. Nicholson, Canadian Government Trade Commissioner, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs, 31 North John street, Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

G. B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

W. C. Noxon, Director, Overseas Trade Branch of the Department of Trade and Commerce, 1 Regent Street, S.W. 1, Eng. *Cable Address, Canmission.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta. Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyright Act. Cullers' Act. Electric Light Inspection Act. Gas Inspection Act. Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Lead Bounties Act. Patent Act. Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act. Timber Marking Act. Weights and Measures Inspection Act. Zinc Bounties Act.

PUBLICATIONS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report re Mail Subsidies and Steamship Subventions.
Chinese Markets for Canadian Products (1919).
Grain Inspection in Canada (1914).
German War and its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
List of Licensed Elevators, etc.
Patent Office Record (Weekly).
Report of the Canadian Economic Commission (Siberia), 1919.
Rules and Forms of the Canadian Patent Office.
Rules and Regulations made by Board of Grain Commissioners.
Russian Trade (1916).
Trade of South China (1919).
Trade with China and Japan (1914).
Trading with Spain (1920).
Timber Import Trade of Australia (1917).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom.
Toy Making in Canada (1916).
Weekly Bulletin containing Reports of Trade Commissioners and other Commercial Information.

REPORTS OF THE DOMINION BUREAU OF STATISTICS

I. Population:

Census: Report of Census of 1911:—
Volume II, Religious Origins, etc.
Volume III, Manufactures.
Volume IV, Agriculture.
Volume V, Forest, Fishery, Fur, etc.

Census—*Continued*.
Volume VI, Occupations.
Report of Census of Prairie Provinces, 1916.
Vital Statistics (pending).
Migration (pending).

II. Agriculture:

Monthly Bulletin of Agricultural Statistics.

Annual Bulletin of Agricultural Statistics.

III. Industrial Census (Annual) as follows:

Dairy Factories.
Fisheries.
Forestry—Lumber, Pulp and Paper, Sash and Planing Mills.
Mining, Metallurgical and Chemical Industries (pending).

Iron and Steel (pending).
Coal.
Central Power Stations.
General Manufactures.

IV. External Trade:

Monthly Report of the Trade of Canada.

Annual Report of the Trade of Canada.

V. Transportation:

Railways and Tramways.
Express.
Telegraphs.

Telephones.
Canals, Water Carriers, Navigation.

VI. Internal Trade:

Grain.
Live Stock and Animal Products.
Prices (pending).

Monthly Produce Bulletins.
General (pending).

VII. Finance:

Municipal Statistics (cities of 10,000 population and over).

VIII. Justice: Criminal Statistics.

IX. Education (pending).

X. Abstracts:

The Canada Year Book, 1919.

Bureau of Statistics Quarterly (pending).

XI. Annual Report of Dominion Statistician.

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE BRANCH

CANADA



The first shipment on a one million dollar order of creosoted sleepers sent from British Columbia to India—Canadian timber, creosoted in a Canadian plant with Canadian creosote, insured in Canadian companies, and carried to its destination by the Canadian Government Merchant Marine.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA
THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa

Monday, January 10, 1921

No. 884

TIMBER FOR SPECIAL PURPOSES REQUIRED IN GREAT BRITAIN

TRADE COMMISSIONER NORMAN D. JOHNSTON

Bristol, November 30, 1920.—There is undoubtedly a large trade to be done in the United Kingdom in Quebec red pine, Western pine, Quebec spruce and St. John spruce for special purposes as mentioned hereunder. If this trade is to be done in a large way in competition with the timber from other sources, Canadian firms will have to take great care in their cutting, sawing, and grading, so that each grade may be up to the required standard, the dimensions absolutely accurate, and the surfaces as clean cut or smooth as possible. It is suggested that those concerns which are able to export these woods and have agents in Great Britain should communicate with their representatives regarding the marketing of these products for the purposes mentioned, or if the Canadian firm is not represented on this side this office will be pleased to place them in touch with likely people to handle their goods. All the appended facts are the result of information obtained from an expert and reliable source, and Canadian timber firms would do well to give this subject serious consideration.

QUEBEC RED PINE FOR JOINERY WORK

The opinion is given in this district that Quebec red pine is very suitable for various classes of joinery work if it is properly graded before shipment into firsts, seconds, and thirds and sold accordingly. Different kinds of joinery work require different grades of wood. If thirds or seconds are suitable for the work the users naturally do not wish to pay for firsts. When all grades are lumped together and sold at one price the importer has not the time or room to divide the timber into different grades, and the man who only wants third or second class wood does not want to pay the high price which includes all grades, firsts as well as seconds and thirds, while the man who requires only first-class lumber for a high-class trade has no use for the lower grades. It is therefore thought that as Quebec red pine is entirely suitable for joinery work a very large trade could be done if the wood was graded as suggested. The sizes most required are:—

- 4 by 11, 4 by 9, 4 by 8, 4 by 7 inches.
- 3 by 11, 3 by 9, 3 by 8, 3 by 7, 3 by 6 inches.
- 2 by 11, 2 by 9, 2 by 8, 2 by 7, 2 by 6 inches.

WESTERN PINE FOR THE MOULDING TRADE

Before the war a large proportion of the timber imported into the United Kingdom for the moulding trade was Archangel wood, but since it has been impossible to obtain lumber from this source Swedish red fir has been largely used. It has, however, been suggested that if Canadian firms would supply Western pine graded clear free of knots in such sizes as 1 by 3, 1 by 4, 1 by 5, 1 by 6, 1½ by 3, 1½ by 4, 1½ by 5, and 1½ by 6 inches they would experience a large sale, as this timber is better suited for the moulding trade than the Swedish wood, as it does not twist or cast about after machining, which is the great trouble with the Swedish product. The Archangel wood used to remain absolutely straight after it had been machined. The Swedes

divide their red fir up into four grades and also cut the wood into quarter sizes. Of course price is the principal factor in marketing these woods, and in order to give an idea of ruling prices a leading firm paid within the last six months the following prices per standard for Swedish red fir, f.o.b. Sweden:—

Sizes		Swedish Red Fir per Standard							
		Grade I		Grade II		Grade III		Grade IV	
		£	s.	£	s.	£	s.	£	s.
1	x 5½	38	10	36	10	32	10	31	15
1	x 5								
1	x 4½	38	0	36	0	32	0	31	5
1	x 4	37	10	35	10	31	10	30	15
1½	x 5	38	10	36	10	32	10	31	15
1½	x 4	38	0	36	0	32	0	31	5

In addition to these prices is added the cost of freight from Sweden to England which amounts to £6 per standard. Since these prices were given there has been a falling market and of course freight rates from Canada to the United Kingdom would be higher than from Sweden, but even so the Canadian firms who can supply good clear wood in the sizes to meet the requirements of the moulding trade should be able to obtain a price which would make the trade worth while. Canadians would also have the advantage of supplying a wood which would be more suitable for this trade than the Swedish red fir and it will probably be a long time before large quantities of Archangel timber will be offered on the market.

QUEBEC SPRUCE FOR RAILWAY WAGONS

During the war and at the present time the railways have been under Government control. The result has been that railway wagons have been sent all over the country and have not been returned promptly to the companies owning the trucks as is the case when the companies are under their own control. It has therefore been impossible for the companies to have the same oversight of their wagons and to keep them in as good repair as formerly. All railway companies, however, take over the responsibility of their lines after August 24, 1921, when the Government gives up control and there is likely to be a big demand for timber for new wagons and repairs, such as wagon bottoms, etc. For this purpose Quebec spruce is very suitable and the size most required is 2½ x 7 inches in lengths of 7½, 14, 15 and 21 feet. For some time they have been using home grown timber as the prices for spruce have been prohibitive for this purpose. Quebec spruce is, however, very well adapted for the building and repairing of railway wagons and with the lowering of prices a large trade should be done.

Many people have no idea of the number of railway wagons used in the United Kingdom by the railway companies and also privately owned. The numbers run into a great many thousands. In the coal fields of Wales alone there are approximately 150,000 railway wagons on hire and privately owned, not including the great quantity of rolling stock of the railway companies. It will thus be readily realized what large quantities of timber are required to build and repair wagons in the whole of the United Kingdom.

QUEBEC SPRUCE FOR SMALL PRODUCTS

There is also a good demand for Quebec spruce in 2 x 4 inch, 2 x 5 inch and 2 x 6 inch sizes in first quality timber for the manufacture of small-sized products of various kinds.

ST. JOHN SPRUCE FOR SHIPWRIGHTS

A good trade is to be done in shipping lots of from 15 to 100 standards of St. John spruce on the regular steamship liners to the Bristol channel. The lengths in greatest demand are from 16 to 24 feet in the sizes 9 x 2½ inches and 11 x 2½ inches. The latter size is used principally for shipwrights for division boards to prevent grain and other cargoes from shifting, for hatch coverings and other purposes.

ASSISTANCE OF THE TRADE COMMISSIONER

The endeavour has been made in this article to point out briefly some of the special sizes of certain woods which will find a good sale and the purposes for which these products are required in the United Kingdom. If Canadian manufacturers of these or other woods will communicate with this office the Trade Commissioner will be glad to give them all possible information regarding the possibilities of the market and assistance to get in touch with a firm or firms likely to be interested in their lumber.

YIELD OF POTATOES IN GREAT BRITAIN

TRADE COMMISSIONER HARRISON WATSON

London, December 14, 1920.—Although up to the present no regular export trade in Canadian potatoes to Great Britain has been developed, the feasibility of making shipments in years of crop failures has frequently been the subject of investigation, so it seems interesting to report the preliminary statements showing this season's yield of potatoes in Great Britain, and—as the figures collected by the English Ministry of Agriculture only cover England and Wales, and the Scottish crop is an important one—to give the combined result.

While planting was late in all cases owing to unfavourable conditions, the result of the Scottish crop has been greatly superior to that of England and Wales, because in the latter countries the cold, sunless summer caused the development of disease, from which the Northern Kingdom was largely immune, and not only did the return suffer accordingly, but the potatoes are of small size in many districts.

Consequently, the yield for England and Wales, estimated at 5.8 tons to the acre, is two-fifths below the ten years' average, namely 6.2.

As in the case of cereal crops, there was a wide divergence of yields in different sections, and while the crop in the east was above the average, that in the southwest fell as low as 3.8 tons to the acre.

Collectively, however, owing to the increased acreage, the total production was 400,000 tons greater than in 1919, and, with the exception of the two years 1917 and 1918, when universal efforts were made to grow potatoes in response to Government encouragement, the largest on record.

In the case of Scotland the return is not only about 50 per cent higher than last year upon a slightly increased acreage, but the yield—7.6 tons to the acre—is far above the decennial average of 6.4.

The following table reproduces the statistics of production for each country for 1920 and 1919, and is supplemented by figures showing the total results for the two countries:—

	Estimated				Average estimated	
	Total Produce		Acreage		Yield per Acre	
	1920	1919	1920	1919	1920	1919
	Tons	Tons	Acres	Acres	Tons	Tons
England and Wales.	3,137,000	2,733,000	544,615	475,376	5.8	5.7
Scotland.	1,237,000	832,000	162,469	154,596	7.6	5.4
Total for Great Britain. . .	4,374,000	3,565,000	707,084	629,972	6.19	5.66

CANCELLATION OF MAXIMUM PRICES FOR EGGS IN THE UNITED KINGDOM

A cablegram from Trade Commissioner Harrison Watson, London, England, dated January 3, announces the cancellation by the British Food Controller of the maximum prices for eggs.

GENERAL APPLE MARKET CONDITIONS IN THE UNITED KINGDOM

CANADIAN FRUIT TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, December 14, 1920.—The quantities of apples coming forward during the half-month ending December 11 have been greatly in excess of those for the last two weeks of November, 588,030 cwts. (long) as compared with 353,131 cwts., and have been within 55,648 cwts. of the total during the two weeks of the marked slump in values in the middle of October, 1920. They were also over double those for the first two weeks of December, 1916 and 1919, while the quantity imported from Canada has been over three times that for the corresponding periods of the same years and four times that during the last two weeks of November, 1920. The proportion of shipments from Canada increased from 22 per cent from November 13 to November 27 to 50 per cent from November 27 to December 11.

The heavy receipts have of course resulted in a weakening of the market, as may be illustrated by the following comparisons with the last two weeks of November: Ontario Baldwins No. 1, 46s. to 56s., as compared with 52s. to 68s.; Ontario Ben Davis No. 1, 40s. to 50s., as compared with 50s. to 58s.; Ontario Starks No. 1, 40s. to 53s., compared with 50s. to 60s.; Nova Scotia Baldwins No. 1, 42s. to 53s., as compared with 46s. to 57s.; Nova Scotia Starks No. 1, 39s. to 58s., as compared with 52s. to 60s.; Nova Scotia Kings No. 1, 39s. to 55s., as compared with 45s. to 60s.; Virginia York Imperials, 50s. to 60s., as compared with 55s. to 68s. The best Golden Russets and Greenings have maintained excellent values, all good shipments of the former continuing to make 68s., and, on the whole, in view of the large supplies, the barrel apple market has been quite satisfactory. There has been a strong call for the best fruit, evidently influenced by Christmas trade demands. All the principal markets received shipments from both Nova Scotia and Ontario, though the supplies of the latter at Manchester were small.

BARREL APPLE PRICES

The following table gives the range of values for the principal varieties of Ontario, Nova Scotia, and American barrel apples in the four principal markets of the United Kingdom for the period from December 1 to December 13, 1920:—

Variety	Liverpool	Glasgow	Manchester	London
<i>Ontario Apples—</i>				
Spy 1.	35s. to 56s.	38s. to 58s.	52s.	52s. to 58s.
2.	25s. to 47s.	41s. to 56s.	54s.	50s. to 56s.
3.	32s. to 40s.	.....	.....	40s. to 42s.
Talman Sweet 1.	38s. 6d. to 50s.	38s. to 44s.	.....	40s.
2.	36s.	36s. to 41s.	.....	40s.
Ben Davis 1.	38s. to 48s.	40s. to 50s.	.....	45s. to 50s.
2.	38s. to 44s.	38s. to 48s.	.....	45s.
3. . . . .	.....	.....	.....	40s. to 42s.
Greenings 1.	53s. to 64s.	51s. to 64s.	.....	55s. to 60s.
2.	43s. to 52s.	40s. to 59s.	50s. to 58s.	50s. to 55s.
3.	40s.	38s.	.....	.....
Baldwins 1.	48s. to 56s.	50s. to 56s.	46s.	50s. to 55s.
2.	38s. to 50s.	43s. to 51s.	.....	50s. to 55s.
3.	32s. to 38s.	.....	.....	.....
Starks 1.	40s. to 49s.	45s. to 53s.	.....	48s. to 50s.
2.	38s. to 43s.	42s. to 51s.	.....	45s. to 47s.
Dom.	43s.	45s. to 49s.	.....	.....
3.	40s.	37s. to 42s.	.....	40s.
Golden Russets 1.	49s. to 68s.	56s. to 68s.	.....	50s. to 68s.
2.	46s. to 68s.	45s. to 63s.	.....	50s. to 60s.
3.	32s.	.....	.....	45s.
Wagner 1. . . . .	.....	44s. to 47s.	.....	50s.
2.	50s.	39s.	.....	47s.
3. . . . .	.....	.....	.....	40s.

BARREL APPLE PRICES—*Continued*

Variety	Liverpool	Glasgow	Manchester	London
<i>Ontario Apples—Con.</i>				
Mann 1..	39s. 6d.	.....	.....	50s.
2..	42s.	.....	.....	48s.
3.. . . . .	.....	.....	.....	40s.
Kings 1.. . . . .	.....	56s. to 62s.	.....	.....
2.. . . . .	.....	48s. to 58s.	.....	.....
3.. . . . .	.....	40s.	.....	.....
Fallawater 1.. . . . .	.....	50s.	.....	55s.
2.. . . . .	.....	50s.	.....	55s.
Cranberry 1.. . . . .	.....	40s. to 55s.	.....	45s. to 50s.
2.. . . . .	.....	44s. to 47s.	.....	45s. to 48s.
3.. . . . .	.....	.....	.....	44s.
Peewaukee 1.. . . . .	.....	37s.	.....	45s.
2.. . . . .	.....	37s. to 41s.	.....	40s.
Canada Red 1.. . . . .	.....	.....	.....	45s. to 50s.
2.. . . . .	.....	.....	.....	45s. to 50s.
3.. . . . .	.....	.....	.....	40s.
<i>Nova Scotia Apples—</i>				
Starks 1..	39s. to 50s.	45s. to 58s.	43s. to 48s.	45s. to 49s.
2..	34s. to 45s.	42s. to 48s.	38s. to 44s.	41s. to 46s.
Dom..	35s. to 47s.	40s. to 47s.	38s. to 44s.	41s. to 43s.
3..	25s. to 41s.	34s. to 40s.	30s. to 37s.	34s. to 40s.
Fallawater 1..	39s. to 50s.	45s. to 50s.	42s. to 50s.	48s. to 50s.
2..	37s. to 45s.	40s. to 49s.	38s. to 45s.	43s. to 46s.
Dom..	35s. to 42s.	37s. to 43s.	34s. to 45s.	40s. to 48s.
3..	30s. to 41s.	35s. to 40s.	37s. to 41s.	38s. to 43s.
Greenings 1..	40s. to 53s.	53s. to 60s.	.....	50s. to 57s.
2..	43s.	54s.	.....	40s. to 50s.
Dom..	30s. to 45s.	40s. to 45s.	.....	40s. to 47s.
3..	27s. 6d. to 40s.	38s.	.....	37s. to 42s.
Baldwins 1..	42s. to 50s.	48s. to 53s.	43s. to 50s.	48s. to 60s.
2..	39s. to 47s.	40s. to 48s.	37s. to 42s.	40s. to 42s.
Dom..	32s. to 45s.	38s. to 43s.	38s. to 47s.	40s. to 47s.
3..	31s. to 44s.	34s. to 38s.	34s. to 40s.	37s. to 42s.
Kings 1..	39s. to 50s.	40s. to 54s.	40s. to 51s.	46s. to 60s.
2..	45s. to 48s.	43s. to 52s.	46s. to 51s.	46s. to 56s.
Dom..	39s. to 45s.	39s. to 48s.	37s. to 40s.	45s. to 55s.
3..	34s. to 44s.	30s. to 35s.	31s. to 40s.	35s. to 42s.
Wagners 1..	41s. to 56s.	45s. to 54s.	47s. to 54s.	.....
2..	40s. to 45s.	40s. to 54s.	43s. to 47s.	.....
Dom..	37s.	40s. to 43s.	43s. to 47s.	.....
3..	36s.	30s. to 37s.	36s. 6d.	.....
Spy 1..	42s. to 54s.	47s. to 57s.	49s. to 50s.	48s. to 53s.
2.. . . . .	.....	41s. to 49s.	40s.	43s. to 46s.
Dom..	20s. to 43s.	38s. to 43s.	40s.	40s. to 45s.
3..	27s. 6d. to 33s.	31s. to 36s.	38s. 6d.	36s. to 40s.
Mann 1..	36s. to 47s.	45s. to 48s.	40s. to 44s.	.....
2..	30s. to 39s.	40s.	35s. to 39s.	.....
Dom..	26s. to 38s.	.....	34s. to 38s.	.....
3..	24s. to 25s.	38s. to 39s.	.....	.....
Golden Russets 1..	60s. to 68s.	57s. to 64s.	65s. to 68s.	60s. to 64s.
2..	60s. to 68s.	55s. to 62s.	62s. to 64s.	60s. to 63s.
Dom..	51s. to 52s.	42s. to 48s.	62s. to 64s.	58s. to 62s.
3..	51s. to 60s.	40s. to 42s.	54s.	54s. to 57s.
Peewaukee 1..	30s. to 36s.	40s. to 44s.	40s. to 43s.	.....
2..	29s.	35s. to 40s.	40s. to 50s.	.....
Dom..	30s.	38s.	34s. to 46s.	.....
3..	22s.	36s.	34s.	.....
Blenheims 1.. . . . .	.....	44s. to 48s.	56s.	.....
2.. . . . .	.....	50s. to 52s.	.....	.....
Dom.. . . . .	.....	48s.	48s.	.....
3.. . . . .	.....	46s.	.....	.....
Ribstons 1.. . . . .	.....	.....	.....	50s. to 56s.
2.. . . . .	.....	.....	.....	41s. to 52s.
Dom.. . . . .	.....	.....	.....	40s. to 43s.
3.. . . . .	.....	.....	.....	36s. to 42s.

BARREL APPLE PRICES—*Concluded*

Variety	Liverpool	Glasgow	Manchester	London
<i>American Apples—</i>				
Virginia York, Imperials.. . . .	50s. to 60s.	49s. to 55s.	.....	.....
Virginia Newtowns.. . . .	59s. to 62s.	.....	.....	.....
“ Winesaps.. . . .	50s. to 53s.	.....	.....	.....
New York G. Russets.. . . .	56s. to 62s.	.....	.....	.....
“ Baldwins.. . . .	44s.	.....	.....	.....
“ Ben Davis	39s. to 43s.	.....	.....	.....
“ Greenings	48s.	.....	.....	.....
Maine Baldwins.. . . .	50s. to 61s.	.....	.....	.....
“ Starks.. . . .	48s. to 53s.	.....	.....	.....

BARREL APPLES, SPECIAL COMMENT

The Nova Scotia apples ex ss. *Thistlemore*, Liverpool, December 1, were very satisfactory as far as condition is concerned, though a dropping market rendered prices scarcely as satisfactory as was to be desired.

The Nova Scotia apples ex ss. *Manchester Brigade*, December 2 and 7, returned prices similar to those of the ss. *Thistlemore* in Liverpool.

The Ontario apples ex ss. *Minnedosa*, Liverpool, December 3 and 6, were also satisfactory as regards condition, though prices showed a drop as compared with the last Ontario boat.

The shipment of Nova Scotia apples ex ss. *Ernemore*, Liverpool, December 3 and 6, was exceptionally good, the lower prices returned as compared with the last Nova Scotia boat being due to the heavy supplies of apples on the market.

The Nova Scotia apples ex ss. *Bolingbroke*, Glasgow, December 3, met a falling market, but made prices which, in view of all the circumstances, must be considered as satisfactory.

The Ontario apples ex ss. *Victorian*, Liverpool, December 6, included a number of packs that were scarcely up to the standard. Northern Spies, especially, were lacking in condition.

Many of the Ontario apples ex ss. *Metagama*, Liverpool, December 10, were scarcely up to the standard, and the Golden Russets especially were in many cases wasteful, returns which would have reached control for sound fruit being correspondingly low.

The Ontario apples ex ss. *Cabotia* and *Cassandra*, Glasgow, December 7 and 9, were generally in good condition, and in view of the large supply of American apples offered at the same time, must be considered as having returned very good prices.

The Nova Scotia apples ex ss. *Digby*, Liverpool, December 10, met a dropping market, and made prices generally lower than those paid for the shipments ex ss. *Thistlemore* and *Ernemore*.

The Ontario apples ex ss. *Grampian* and *Venusia*, London, December 8, were in general in pretty fair condition, and made quite satisfactory prices in view of supply conditions.

The opening prices for Nova Scotia apples ex ss. *Ariano* and *Mottisfont*, London, December 10, were excellent, but the prospects were for a weakening market before the whole shipment was disposed of.

PRICE RANGE IN BARRELLED APPLES

While the range of values in boxed apples is seldom more than 2s., barrel apples frequently vary in price from 9s. to 12s. It is clear, therefore, that the system of grading in barrels is not what it should be. It is surely worth while to secure \$2 to \$2.50 extra by superior packing. The best packers of barrels are constantly securing this premium over their less skilful or more dishonest competitors. There is something wrong with many of our packs when such great differences are found between the values of the best and of inferior sound packs.

ONTARIO SPIES

The wide range of values shown in connection with Ontario Spies is due to the fact that this variety generally has reached the market in more or less unsatisfactory condition. Samples of Ontario Spies excite more interest in the auction saleroom than any other variety offered, thus sufficiently evidencing the popularity of this variety. Unfortunately, the bidding that ensues does not correspond with the interest manifested, as the first consideration from a buyer's point of view is always the possibility of delivering the apples bid for in sound condition. With the possible exception of Golden Russets, the Spy is easily the favourite barrel apple on the market, and yet the sound condition of Virginia York Imperials, a variety quite inferior, constantly brings higher prices, due solely to condition. It is strongly recommended that the smaller sizes of Ontario Spies be packed for export in boxes. The box pack will secure better condition on arrival, with consequent higher prices.

BOXED APPLES

As predicted in the last report, the boxed apple market has steadily weakened, owing to heavy supplies of American apples, the only variety that has maintained a satisfactory price being the Yellow Newtown, and a few Cox's Orange and Ontario Golden Russets, the popular sizes of which have brought the control price of 23s. 6d. Other boxed varieties have ranged from 16s. 3d. to 22s. Values of the Yellow Newtown have been upheld not only by the special popularity of this variety on the market, but by the fact that comparatively few, whether from California, Oregon or British Columbia, have been offered.

BOXED APPLES—SPECIAL COMMENT

A few Nova Scotia Wagners No. 1, ex ss. *Manchester Brigade*, sold in Manchester on December 2, as follows: Vandevere No. 1, 16s. 6d.; Spitzenberg No. 1, 17s.; Wagners No. 1, 115 to 125, 22s; 150 to 160, 20s. to 22s.

Some 2,136 Ontario boxed apples ex ss. *Bolingbroke*, sold in Glasgow on December 3, at prices as follows: Baldwins No. 1, 19s. to 21s.; No. 2, 16s. 6d.; Fallawater No. 1, 18s. to 21s.; No. 2, 19s.; Golden Russets No. 1, 18s. to 20s., No. 2, 20s; Starks No. 1, 18s.; King, Salome, Spitzenberg and Greening No. 1, 21s.; McIntosh, Cranberry No. 1, 20s.; 3,000 British Columbia apples at the same sale made as follows: Jonathans No. 1, 19s. to 22s.; No. 2, 18s. to 21s.; Nonsuch No. 1, 21s.; McIntosh No. 1, 21s.; No. 2, 20s. Glasgow has been cataloguing boxed apples without reference to sizes, owing to difficulties in connection with dock classification. Shippers should note that Glasgow will pay better prices for sizes 125 to 138 than Southern markets, where the demand for medium-sized apples is much emphasized. Six hundred and three Ontario boxed apples ex ss. *Minnedosa* sold in Liverpool on December 3, as follows: Baldwins No. 1, 150 to 175, 16s. 9d.; 188, 15s. 6d. to 15s. 9d.; 200, 15s.; 88 to 125, 15s.; Baldwins No. 2, 216 to 234, 12s.; Ben Davis No. 1, 188 to 234, 14s.; Spy No. 1, 64 to 96, 14s. 3d.; 100 to 125, 16s.; 138 to 188, 17s. (Shippers should note the progressive increase in value as the size grows smaller. Colour and quality, however, are essential in the small-sized apples). Spy No. 2, 88 to 150, 13s. 9d.; Roxbury Russet No. 1, 138 to 234, 17s. 9d.; No. 2, 188 to 234, 15s.; King No. 1, 104, 18s. 6d.; Golden Russets No. 2, 175 to 234, 21s. At the same sale, Oregon Newtowns sold at 21s. to 22s.; Rome Beauty, Fancy, at 19s. 3d.; Delicious Fancy, at 15s. to 18s.; Jonathan, Extra Fancy, at 18s. to 19s.; and Jonathan Fancy at 16s. to 17s. The only Ontario boxes that equalled western boxed prices therefore were: Spies No. 1, of the popular sizes from 150 to 188, Roxbury Russets No. 1, Kings No. 1, and Golden Russets No. 2. Baldwins and Ben Davis low-class varieties, faced with great barrel competition, are unsuitable for box packing. British Columbia shippers will note the low prices paid for Delicious as compared with Jonathans and Newtowns.

A few British Columbia apples ex ss. *Bolingbroke*, sold in Glasgow on December 7, as follows: Jonathans No. 2, 18s.; Cox's Orange No. 2, 21s.; Gravensteins No. 2, 16s. Washington Wagners, Orchard Run, sold at the same sale at 15s. to 17s.

A car of Ontario boxed Golden Russets No. 1, ex ss. *Victorian*, sold in Liverpool on December 8, as follows: 125's, 21s. 6d. bid; 138, 23s.; 150 and 163, 23s. 6d.; 175 to 188, 23s. 6d.; 113 to 125, 22s. bid.

Over 3,000 Ontario boxed apples ex ss. *Cabotia* and *Cassandra*, sold in Glasgow on December 9, as follows: Greenings No. 1, 17s. 9d. to 21s.; No. 2, 16s. to 17s. 3d.; Spy No. 1, 18s. to 23s. 6d.; No. 2, 16s. to 19s.; Baldwins No. 1, 17s. to 19s. 6d.; No. 2, 12s. 6d. to 16s. 6d.; Bellflower No. 1, 15s. 6d.; Greening No. 1, 17s. to 21s.; No. 2 16s. to 17s.; Canada Red, Kings, Cranberry No. 1, 17s. 6d.; Golden Russet No. 1, 16s.; No. 2, 14s. 6d. Seven thousand six hundred boxes of British Columbia apples on the same steamer sold on the same day as follows: Yellow Newtowns No. 2, 100, 18s. 6d.; 113, 19s.; 125 to 138, 19s. 6d.; 150 to 163, 20s.; 175, 19s.; 188 to 216, 18s. Shippers should note the preference shown for medium sizes. Winesaps No. 1, 188 to 216, 18s. 6d.; 225, 17s.; 232 to 234, 16s. 6d.; 252, 15s. 9d.; 270, 15s. Jonathans No. 1, 150 to 175, 17s. 9d.; 188, 18s. 6d.; 200, 18s. 3d.; 213 to 252, 16s. Jonathans No. 2, 188 to 200, 16s.; 213 to 216, 15s. 3d.; 225, 15s.; Cox's Orange No. 1, 150 to 225, 23s. 6d.; (Shippers should note that the smallest sizes are no bar to top prices in this variety.) Grimes Golden No. 1, 188 to 225, 15s. 6d. This is an unpopular variety, and would have made less than this if it were not for the dearth of Newtowns, for which Grimes may be substituted in sales to ignorant retailers. At the same sale Oregon Newtowns, Fancy, sold at 23s. 6d., and Washington Newtowns, Extra Fancy, at 21s. to 22s. The distinction that the buyers make between Oregon and Washington Newtowns, in favour of the lower grade of Oregons, should give Canadian shippers some idea of the skill displayed by buyers in fruit judging. Other Washington prices at the same sale were as follows:—Jonathans Extra Fancy, 17s. 6d. to 18s.; Fancy, 16s. 6d. to 17s. 6d.; "C" 15s. to 16s. 6d.; jumble 15s.; Orchard run 16s.; Combination Grade, 16s. 9d. to 17s. 9d.; Winesaps, Orchard run 19s. 9d.; Spitzenberg "C" Grade, 17s. 9d. to 18s. 6d. Rome Beauty, Combination, 17s.; "C" Grade 17s. 9d.; King David, Extra Fancy, 16s. 9d.; "C" 15s.; Delicious Extra Fancy, 17s. 9d.; Combination 16s.; Wagener, Orchard run 16s. 3d.; Golden Russets, Extra Fancy, 16s. 3d.

Ontario boxed apples ex ss. *Venusia*, London, December 8, sold as follows: Spies No. 1, 18s. to 20s.; Baldwins No. 1, 18s. 6d.; No. 2, 17s.; Golden Russets No. 1, 21s.; No. 2, 20s. British Columbia apples ex ss. *Grampian* about the same date sold as follows: Newtowns No. 1, 20s. to 23s. 6d.; Jonathans No. 1, 19s. to 20s.; Rome Beauty No. 1, 19s. to 20s.; Wagners No. 1, 17s. to 18s.; Delicious No. 1, 19s. to 20s.; Winter Banana No. 1, 17s. to 20s.

DEFECT IN WESTERN JONATHANS

A very unfortunate defect has been noted this season in Jonathans from all western sections, Washington, Oregon, Idaho, and British Columbia. The apples appear perfect and quite firm outwardly, but, on their being cut, a cross-section reveals a healthy core a layer of sound white tissue next to the skin, but between the latter and the core a wide circle of dark brown somewhat translucent tissue which tends gradually to extend towards the outer edge, the fruit, of course, being practically worthless. The defect is found extensively in apples larger than 175, smaller sizes, which fortunately this year have comprised the majority of shipments, being unaffected.

It is to be hoped that this unfortunate condition is due to temporary causes unlikely to affect shipments in future seasons, as it has already produced a serious effect upon the demand for this very popular variety.

BOXES VERSUS BARRELS

In view of the experimental nature of eastern boxed apple shipments, it will be of interest to present some tabular comparisons of the values made on the same day, on the same market, of the same varieties packed in boxes and in barrels.

Variety	Market	Date	Barrels	Boxes	Barrel Equivalent of box values
N.S. Wagners No. 1.. . . .	M'ster.	Dec. 2	51s. to 54s.	20s. to 22s.	60s. to 66s.
Ont. Baldwins 1.. . . .	L'pool.	" 3	50s. to 55s.	15s. to 18s.	45s. to 54s.
" Ben Davis 1.. . . .	"	" 3	44s. to 48s.	14s.	42s.
" Spy 1.. . . .	"	" 3	45s. to 56s.	14s. to 17s.	42s. to 51s.
" G. Russets 1.. . . .	"	" 3	68s.	21s.	63s.
" Ben Davis 1.. . . .	"	" 6	38s. to 45s.	14s.	42s.
" G. Russets 1.. . . .	"	" 8	65s.	23s. 6d.	70s. 6d.
" Greenings 1.. . . .	Glasgow	" 9	53s. to 64s.	17s. 9d. to 21s.	53s. 3d. to 63s.
" Greenings 2.. . . .	"	" 9	40s. to 54s.	16s. to 17s. 3d.	48s. to 51s. 9d.
" Spy No. 1.. . . .	"	" 9	38s. to 51s.	18s. to 23s. 6d.	54s. to 70s. 6d.
" " 2.. . . .	"	" 9	41s. to 49s.	16s. to 19s.	48s. to 57s.
" Baldwins 1.. . . .	"	" 9	40s. to 56s.	17s. 3d. to 19s. 6d.	51s. 9d. to 58s. 6d.
" " 2.. . . .	"	" 9	43s. to 51s.	12s. 6d. to 16s. 6d.	37s. 6d. to 49s. 6d.
" Kings 1.. . . .	"	" 9	56s. to 60s.	17s. 6d.	52s. 6d.
" Cranberry 1.. . . .	"	" 9	40s. to 55s.	17s. 6d.	52s. 6d.
" G. Russets 1.. . . .	"	" 9	56s. to 63s.	16s.	48s.
" " 2.. . . .	"	" 9	45s. to 63s.	14s. 6d.	43s. 6d.
" Spies 1.. . . .	London	Dec. 10	52s. to 58s.	20s.	60s.
" " 2.. . . .	"	" 10	50s. to 55s.	18s.	54s.
" Baldwins 1.. . . .	"	" 10	50s. to 55s.	18s. 6d.	55s. 6d.
" " 2.. . . .	"	" 10	50s. to 55s.	17s.	21s.
" Canada Red 1.. . . .	"	" 10	45s. to 50s.	19s.	57s.
" G. Russets 1.. . . .	"	" 10	60s. to 68s.	21s.	63s.
" " 2.. . . .	"	" 10	50s. to 60s.	20s.	60s.
N.S. Cox's Orange 1.. . . .	"	" 10	60s. to 68s.	23s. 6d.	70s. 6d.

GREEN APPLE PRICES, 1919 AND 1920

Shippers should note for future reference the marked difference in the prices paid for green varieties this year, a year of abnormally short English apple crop, as compared with last year, when a surplus of green English varieties was on the market. The following table will make clear the situation in the two seasons:—

Variety	October		November		December	
	1919	1920	1919	1920	1919	1920
Ont. Starks 1.. . . .	35s.	34s. to 50s.	32s. to 49s.	47s. to 61s.	32s. to 50s.	40s. to 53s.
" 2.. . . .	29s.	29s. to 45s.	27s. to 40s.	45s. to 55s.	40s.	38s. to 51s.
" 3.. . . .	26s. to 28s.	36s. to 38s.	18s. to 34s.	38s. to 40s.	20s. 6d.	37s. to 42s.
Ont. Greenings 1.. . . .	59s. to 67s.	36s. to 62s.	34s. to 39s.	45s. to 68s.	35s.	51s. to 64s.
" 2.. . . .	29s. to 34s.	30s. to 48s.	25s. to 34s.	45s. to 68s.	16s. 6d. to 21s. 6d.	40s. to 58s.
" 3.. . . .	42s. to 48s.	30s. to 36s.	24s.	37s. to 45s.	.....	38s. to 40s.
N.S. Fallawater 1.. . . .	.....	.....	20s. to 38s.	50s. to 55s.	20s. to 40s.	40s. to 60s.
" 2.. . . .	.....	.....	18s. to 27s.	48s. to 49s.	28s. to 35s.	40s. to 54s.
" Dom. . . . .	.....	.....	20s. to 33s.	48s. to 50s.	20s. to 33s.	30s. to 47s.
" 3.. . . .	.....	.....	16s. to 20s.	41s. to 44s.	.....	27s. to 42s.
N.S. Starks 1.. . . .	.....	34s. to 40s.	23s. to 36s.	40s. to 60s.	21s. to 40s.	39s. to 58s.
" 2.. . . .	.....	42s.	21s. to 26s.	44s. to 55s.	20s. to 31s.	34s. to 48s.
" Dom. . . . .	.....	.....	18s. to 26s.	35s. to 51s.	16s. to 34s.	35s. to 47s.
" 3.. . . .	.....	.....	15s. to 26s.	37s. to 42s.	18s. 6d.	25s. to 41s.
N.S. Greenings 1.. . . .	.....	.....	22s. to 27s.	44s. to 60s.	20s. to 32s.	40s. to 60s.
" 2.. . . .	.....	.....	19s. to 27s.	38s. to 51s.	20s. to 25s.	43s. to 50s.
" Dom. . . . .	.....	.....	16s. to 26s.	41s. to 46s.	15s. to 20s.	30s. to 47s.
" 3.. . . .	.....	.....	12s. to 20s.	30s. to 50s.	.....	27s. to 42s.

THE WORKING OF CONTROL

As far as barrel apples are concerned, the reimposition of control has not affected the situation very much except as regards the very choicest fruit, the quantities that would have exceeded 68s. on a free market being practically negligible. Golden Russets are the only variety that, on a free market, might have exceeded the control price of 68s. With regard to boxed apples, the quantities offered have been so great

that there is practically no variety, except possibly some of the best Oregon Newtowns and Ontario Golden Russets, that would have exceeded control, if the restrictions did not exist.

Similarly, the control regulations as to slack and wasty lots are practically inoperative, as the market has not permitted prices in excess of the control limit.

It is becoming increasingly remarkable that the Ministry of Food should not have seen the wisdom of freeing the trade from all limitations.

APPLE IMPORTS INTO THE UNITED KINGDOM

The following are the official figures of apple imports into the United Kingdom during the period from November 28 to December 18, 1916, 1919 and 1920, expressed in long hundredweights:—

		1916	1919	1920
Week ending Dec. 4—	Total imported.	109,930	150,917	269,334
" " " 4—	From Canada.	18,917	51,204	131,296
" " " 11—	Total imported.	112,473	70,363	318,696
" " " 11—	From Canada.	48,501	29,574	168,202
Nov. 27 to Dec. 11—	Total imported.	222,403	221,280	588,030
" 27 " " 11—	From Canada.	67,418	80,778	299,498

The above figures do not show the relative quantities of apples imported from Canada and the United States, as the total included continental imports which are not segregated by the Board of Trade authorities.

CANADIAN SOFT FRUITS IN GLASGOW

The following report, delayed on account of the illness of the Fruit Trade Commissioner, is presented of a shipment of 1,002 cases of pears and plums to Glasgow, ex ss *Saturnia*, October 12. These arrived in ordinary stowage, without refrigeration, in very bad condition. The Howell and Beurre Bosc pears, in half cases, were practically worthless and sold at 2s. The Duchess and Clairgeau half cases were in somewhat better condition, and sold at 10s. to 18s. All the plums in half-cases were worthless.

NORWEGIAN APPLE DEMAND

The Norwegian apple embargo is still in force, but, with regard to the season from October 1 to December 1, licenses have been granted by the Government for all contracts made before the issue of the prohibition, September 15. As a consequence, some 125,000 boxes of American apples have been imported. For the season from January 1 to June 30, licenses will be granted for 600 tons, distributed among the various import centres in proportion to imports of 1918 and 1919.

Several Norwegian apple importers have applied to this office expressing a desire to do business with Canada, and it is suggested that our exporters should communicate without delay with the firms on the list obtainable from the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

SLACK DEMAND AFTER THE HOLIDAY SEASON

Shippers will bear in mind that, after the natural stimulation of business by the holiday season, the first two weeks of January always show a reaction, during which sales are very slow. A depression in values may be expected for shipments selling during this period.

THE CUBAN SITUATION

TRADE COMMISSIONER H. A. CHISHOLM

Havana, December 23, 1920.—The winter of 1919-20 brought what was probably the most phenomenal rise in the prices of raw sugar ever witnessed in the history of the industry. From the prewar prices of from 2 to 3 cents a pound "Cuba" sugars advanced slowly and steadily in price during the war period to 6 cents in the autumn of 1919. Increased consumption in the United States and a shortage in Europe now brought in added competition for the purchase of the Cuban sugar crop. The Cubans witnessed an invasion of sugar buyers from all portions of the globe. The Havana newspapers and the journals of the sugar interests adduced facts to show how great was the world's shortage in sugar. In fact, the man who doubted that sugar would not go higher in price and remain at a high level was denounced in Cuba as a traitor. It is an indisputable fact that the world's sugar production in 1919 and 1920 has not nearly caught up to the prewar figures. With world production at 16,400,000 tons in 1919, as compared with 18,500,000 in 1912, with war time restrictions removed, with the United States calling for more sugar owing to prohibition, it seemed reasonable to assume that the demand for sugar would prove much greater than the supply, and that Cuba would obtain a very high price for her sugars over the period of three or four years required for the world's production to come up to the prewar level. An immense amount of sugar speculation ensued and the prices advanced rapidly until in the spring of 1920 a figure of 23½ cents a pound had been reached and holders were asking for 25 to 30 cents. These high prices were made possible by the action of banks in Cuba who advanced funds for holding stocks up to as high as 15 cents a pound. It is conservatively estimated that these banks had this year advanced at least 250 million dollars to assist the planters and exporters in carrying the crop until it had reached the foreign markets. Sugar became so valuable that it required immense sums of money to market the huge Cuban crop of nearly four million tons and that at a time when credits all over the world were already inflated to a dangerous degree.

SOARING PRICES AND PORT CONGESTION

Concurrently with this high-priced sugar period, the entire island had plunged into a wild spending orgy and prices of all commodities soared until Cuba became probably the most expensive country in the world to live in. The ports were congested with ships and the warehouses blocked with merchandise. The Cuban railway equipment proved unequal to the task of carrying away all the merchandise collected in the ports, the dock workers were usually on strike, and an immense amount of money soon became tied up in goods. It is estimated that during 1920, Havana's harbour and docks congestion cost the Cuban consumer at least 100 million dollars through costly delays thus imposed on vessels discharging at Havana, through the expenses incurred in getting goods through congested customs and warehouses, through graft and pilferage, and through losses on perishable merchandise.

At the same time, the planters and mill owners were borrowing from the banks to extend their properties and to buy real estate in the cities throughout the island. City properties soared to outrageous values, and last winter \$100,000 was a common price to pay for a very ordinary Havana residence.

This influenced and helped to extend further the already swollen credits of the island, originally based on enhanced sugar values. If sugar maintained its high price level everything would go on merrily, but if it dropped seriously, sound banking would dictate drastic restrictions of credit. But sugar prices began to drop towards the early summer. While the high prices were attracting sugars to America from the most unexpected corners of the globe and filling the warehouses of the United States, the consumer was buying less refined sugar and buyers of Cuban sugars

seemed to have disappeared before the Cubans had got rid of all their crop. During the summer a few scattered sales were made, but the Cuban had now got accustomed to the idea of 20-cent sugar and he refused to sell at 15, 12 or 10 cents. Unfortunately, many Cuban bankers themselves were under the glamour cast by high-priced sugar and did not enforce the sale of sugars upon which they had advanced large percentages. Towards the end of the summer, then, many large bank loans of from \$20 to \$30 a bag were still outstanding when sugars had dropped below \$25 a bag.

At this juncture the *Asociacion de Hacendados y Colonos* (Association of Mill-owners and Sugar Planters) decided that they would combine in keeping their sugars off the market until the price came back again and they were, moreover, assisted in this enterprise by Cuban bankers. It is said that some 300,000 tons were thus kept off the market, on which the banks had advanced a sum estimated at between 40 million and 50 million dollars at the rate of \$20 or \$25 a bag. But the consumer remained indifferent to the plight of the poor sugar grower and would not buy at any price. When sugar slumped to the vicinity of 7 cents and refused to be buoyant, the Cuban banks began to realize the seriousness of their situation. In many cases, half of the equity behind large sugar loans had disappeared; credit had to be restricted, yet if these sugars had been sold at once losses would have to be faced that no Cuban bank could stand if indeed buyers could be found at any prices.

MORATORIUM DECLARED

Finally, one bank had to admit that it did not have the necessary funds to meet a large check presented by one of its depositors and the fat was in the fire. Runs by depositors developed on nearly every bank, foreign or Cuban, doing business on the island, until the President of the Republic was appealed to to declare a moratorium which took effect on October 10 and to extend to November 30, notwithstanding the action of the foreign banks who protested that they were in a position to weather any financial troubles. The moratorium was again extended to December 31. At the moment of writing, it is expected that the moratorium will be once more extended, although it may take a modified form providing for liquidation at the rate, say, of 10 per cent or 20 per cent per month.

THE PRESENT FINANCIAL SITUATION

What, then, is the situation at the present time in Cuba? Generally, business is at a standstill, people can not and are not paying their debts, and every advantage is being taken of the moratorium. The writer has been informed by several representatives of large foreign firms which do a big export trade with Cuba that they are simply marking time and attempting to collect as much as possible of all sums due them. Some exporters refuse all business which is not on a cash basis, others are doing business only with the most reliable firms on promissory notes maturing in from three to six months. Two or three of the largest purely Cuban banks are making very restricted payments to their depositors, usually only 10 per cent of a customer's total deposits, but others including the Canadian and the American banks, who were not so deeply involved in sugar, are doing a very good business and are paying in full all their depositors.

HAVANA PORT CONGESTION

If anything the Havana port congestion is worse. Huge masses of goods are piled up on the wharves and lighters which require money to remove. Much of this merchandise was bought at high spring and summer prices which the importers now refuse to pay. Meanwhile, there are mounting dock and lighterage expenses, as well as customs charges to pay amounting in many instances to much more than the value of the goods. In some cases, the importer will not pay, in other cases he cannot pay

and the goods remain rotting on the wharves. But the shipping companies which have their own wharves and which do not have to depend on lighters are bringing in nearly as much merchandise as ever. Last season's sugar crop did bring in a great deal of money to Cuba and many people are in a position to pay cash if necessary for their imports. Heavy shipments of Canadian potatoes, for example, are coming into Havana via the United Fruit Company from Boston and there is no trouble about payment because these potatoes are being bought at the low prevailing market rate. The old established import trade seems to be continuing in many cases as if there were no moratorium, but more cash is being required by the exporter.

THE SITUATION ON THE SUGAR PLANTATIONS

In December, when a great many mills should be grinding cane, there are very few centrals at the present time doing any grinding. October and November were exceedingly wet months and in some districts the cane has not as yet sufficient sucrose content to warrant grinding. In other districts where the cane is ready for cutting, the centrals are held back by the financial situation. Equipment firms in Havana who sell to the sugar mills say that their business is nearly at a standstill. Some very well-managed mills are able to buy on credit because the machinery house in Havana knows that they can make money even if sugar stays as low as 3 or 4 cents a pound. It is known, however, that there are some mills on the island that must sell sugar at 6 cents before they can make money. If sugar stays at 4 cents, such mills must go to the wall unless they can drastically reduce overhead or introduce more economical methods. If the sugar mill cannot commence grinding the *colono* or farmer cannot cut his cane unless the labourer or cane-cutter is content to wait for his pay. The labour, however, can be obtained to-day at rates less than half of the prevailing wages of a year ago. Most of the Cuban farmers it is true, made a great deal of money on last season's crop, but many of them had their surplus on deposit in banks which are now unable to give their depositors more than 10 per cent of their own money. The result is that many of the farmers cannot at present pay for their labour. They give them *vales* or coupons on the local stores for the amount of their wages, but little cash is changing hands, as these stores must buy their supplies from the wholesaler on a credit basis. The wholesaler in turn must have credit from the importer and the circle is thus complete.

EFFORTS AT SOLUTION

The Cuban sugar industry must have large credits at once and the Island Republic is looking to the United States to supply the necessary funds to enable the sugar industry to get under way. Loans are being made to some centrals but the amounts are small compared with what is required. It is estimated that to alleviate the situation, Cuba requires a 100 million dollar loan at once. Some of the foremost financial experts of the United States have come to Cuba during the moratorium with the object of arriving at some solution of Cuba's financial problem. Many reports of loans by the United States Government and by American banks have been circulated and published, but as yet nothing definite has been accomplished. The Cuban Government itself is not in a position to advance any large sums of money, as it is said that the Treasury is in a rather depleted condition. The main stumbling blocks to an immediate solution are said to be the very serious situation two or three of the largest Cuban banks were found to be in by American financiers, and the insistence on the part of certain influential Cuban interests that these insolvent banks be propped up rather than be allowed to go into actual bankruptcy with the inevitable losses to thousands of Cuban depositors, to say nothing of the shareholders. There is a project actually in formation for establishing a clearing house in Havana and a paper issue of clearing-house certificates. Such a measure would only aggravate the situation and postpone the inevitable liquidation, while such a paper issue would

suffer from the outset a probable discount of 25 per cent. This project has met with the united opposition of the foreign banks and some of the best elements in Cuban financial circles, but it is unfortunately true that a paper issue is receiving heavy support in some politically powerful circles.

THE IMMEDIATE FUTURE

Meanwhile it is probable that before this article appears in press President Menocal will have extended the moratorium for another month, with the possibility of providing for its gradual removal by an ascending scale from 10 per cent per month until Cuba receives payment for her forthcoming sugar crop. This means that the debts of Cuban merchants to their foreign creditors will be gradually liquidated just as the gradual lifting of the moratorium will force liquidation amongst the Cubans themselves. Canadian exporters, then, who still have accounts outstanding in Cuba should be able to collect in full by the early summer when most of the sugars have reached the foreign buyers. It is quite possible too that United States interests will float a Government loan of some 50 million dollars. At least, many Cubans are looking forward to and actually expecting such a loan.

Cuba is now able to produce so much sugar that her present difficult situation must be only a temporary if painful phase of world deflation. As pointed out previously in this article, the world's present sugar production is some two million tons below prewar production, while the demand for sugar especially in North America, where Cuba markets the most of her crop, has increased. The recent high sugar prices have enabled the sugar industry in Cuba to put more of the rich island soil under cane and to construct many of the most modern and efficient sugar mills in the world, producing a very high-class grade of sugar. If sugar goes no higher than its present price in Cuba of around 4 cents, Cuba's proceeds from the forthcoming crop of 3,700,000 tons (estimate) will be some 330 million dollars United States currency. Even at 3 cents, the normal prewar price, the crop would be worth some 250 million dollars. Cuba has enjoyed for many years a visible favourable balance of trade, in that her yearly exports have exceeded in value her imports. In 1919, for example, the value of her exports was \$571,536,191 and of her imports \$354,890,090, leaving a favourable balance of trade of \$216,646,109—a tremendous sum for a small country of less than three million people.

High-priced sugar, however, not only caused the loss of Cuba's financial self-control, but it produced such increases in the cost of living and the cost of production that the efficiency of sugar production in the island was threatened with serious impairment. The capital cost of mill construction and machinery instalment was enormously increased, and on that inflated capital expenditure interest must now continue to be paid out on infinitely smaller profits. At the same time, new sugar lands were costing a great deal more to put under cane owing to the absurdly high wages that the most illiterate labourers were able to secure. Some sugar companies wisely took such expenditures out of current profit and thus reduced their capital charges. Such companies are to-day financially sound and will be able to make money with sugar at any price. Other concerns were intent only on declaring fat dividends and borrowed large sums for equipment expenditures. These companies will now have to produce low-priced sugar with the mill-stones of large capital indebtedness hanging over them, and with very little in reserve. The general level of Cuban sugar-producing concerns is consequently rather "spotty," and the near future will probably find some of them in serious financial troubles.

In conclusion, the present painful situation in which Cuba finds itself will probably be immensely relieved by the marketing of this winter's sugar crop. But not until the moratorium has been finally removed will the weak spots of Cuban finance and industry really be laid bare. Cuba has experienced more inflation than almost any other country in the world. As a natural corollary, the process of deflation will be the more distressing to the victims.

The Canadian exporter, of foodstuffs particularly, will find that although his business with Cuba may be interrupted for the moment, the Cuban will always be able to find cash to pay for his necessities. Cuba must import such Canadian foodstuffs as potatoes, codfish and cereals in large quantities. Havana, it is true, contains at present extensive stocks of such cereals as flour, but before spring Cuba's larder will be empty and Canadian exporters should be ready to ship foodstuffs in large quantities to Cuba.

SOUTH AFRICA'S IMPORTS IN FRUITS, CONDENSED MILK, AND LARD

TRADE COMMISSIONER W. J. EGAN

The South African importers of Canadian apples are making inquiries as to the probabilities of cold storage accommodation for the shipment of apples from the Dominion in September, October and November next.

The medium-sized, well coloured Canadian apple is in big demand during the above-mentioned months. The boxed apples are now very popular, but there will always be a fair demand for barrels from Eastern Canada.

In dried fruit, Canada's trade has always been on evaporated apples.

Australia shipped practically the whole of the fresh fruit imported into the Union during 1919.

In bottled and tinned fruits the imports during 1919 were only one twelfth of the 1913 total quantity, more than one-third of which emanated from the United States, which shipped 27,371 pounds, shipments from other countries being Australia, 15,693 pounds; Spain, 10,145 pounds; United Kingdom, 6,162 pounds; Portugal, 8,637 pounds, and very small consignments from France, Greece and the Argentine.

The dried fruit trade returned to something like its former import proportions in 1919, when a quarter of a million pounds were received. This was almost wholly supplied by the United States, which has for some years secured a large hold upon the market. A large proportion of the imports under this heading are the product of tropical and semi-tropical countries, and not therefore of commercial interest to the Canadian people. Following are the imports:—

FRUITS, FRESH

	1913	1919	Decrease or Increase
Total for the Union.. . . .	\$135,000	\$11,420	— \$123,580
Canada.. . . .	42,500	.....	— 42,500
United States.. . . .	15,000	.....	— 15,000
United Kingdom.. . . .	3,200	40	— 3,160
Australia.. . . .	40,000	10,775	— 29,225
Spain.. . . .	20,000	210	— 19,790
Italy.. . . .	10,000	.....	— 10,000

FRUITS—BOTTLED AND TINNED

	1913	1919	Decrease or Increase
Total for the Union.. . . .	\$96,000	\$19,800	— \$ 76,200
Canada.. . . .	60	.....	— 60
United States.. . . .	28,000	9,175	— 18,825
United Kingdom.. . . .	32,500	2,260	— 29,240
Australia.. . . .	22,700	2,050	— 20,650
France.. . . .	4,500	155	— 3,345
Spain.. . . .	3,200	3,290	+ 90
Greece.. . . .	.....	100	+ 100
Portugal.. . . .	.....	2,550	+ 2,550
Argentina.. . . .	.....	110	+ 110

FRUIT—DRIED

(Other than almonds, dates, raisins and figs, etc.)

	1913	1919	Decrease or Increase
Total for the Union.. . . .	\$2,220,000	\$1,669,000	— \$ 551,000
Canada.. . . .	4,400	.....	— 4,400
United States.. . . .	47,500	60,650	+ 13,150
United Kingdom.. . . .	7,000	220	— 6,780
Australia.. . . .	4,000	2,925	— 1,075
Greece.. . . .	2,500	.....	— 2,500
Turkey.. . . .	2,400	.....	— 2,400
Spain.. . . .	3,600	540	— 3,060
France.. . . .	3,700	40	— 3,660
Ceylon.. . . .	1,500	1,400	— 100
India.. . . .	1,500	2,340	+ 840

Condensed Milk

The total import figures of condensed milk may not approach in future the quantity received here during 1913 (22,667,633 pounds), and which was a fair average for the prewar period, but a considerable increase will possibly be in evidence over the figures given for 1919, South Africa particularly lending itself to the use of milk in this form. In addition to regular shippers from Canada during the past five years, another Dominion manufacturer is now supplying the market, and the figure credited to Canada for 1920 should be well in advance of that for the past year.

As noted in the foregoing table, Australia has made immense headway in the exportation of this article, while Holland, previously a big source of supply, and Norway, Germany and Austria, appear to have dropped out of the market.

Out of a total of 8½ million pounds imported into the Union in 1919, the United States supplied nearly 3 million pounds, Canada nearly 400,000 pounds, and the United Kingdom 130,000 pounds. Following are the imports:—

	1913	1919	Decrease or Increase
Total for the Union.. . . .	\$2,220,000	\$1,669,000	— \$ 551,000
Canada.. . . .	2,000	74,975	+ 72,975
United States.. . . .	43,000	443,000	+ 400,000
United Kingdom.. . . .	1,690,000	19,500	— 1,670,500
Norway.. . . .	67,500	.....	— 67,500
Holland.. . . .	208,000	.....	— 208,000
Germany.. . . .	63,500	.....	— 63,500
Austria-Hungary.. . . .	90,000	.....	— 90,000
Switzerland.. . . .	10,100	1,065	— 9,035
Australia.. . . .	16,000	1,127,200	+ 1,111,200

Lard

Canada does not at present cater for the market here in lard and lard substitutes, which is recently almost wholly in the hands of United States shippers. It is, however, a question as to whether Canadian packing houses might not, with advantage, look into and benefit by the opportunity South Africa presents. Following are the details:—

LARD

	1913	1919	Decrease or Increase
Total for the Union.. . . .	\$229,000	\$10,440	— \$218,560
Canada.. . . .	.....	.....	—
United States.. . . .	196,500	7,580	— 188,920
United Kingdom.. . . .	32,500	70	— 32,430
Australia.. . . .	.....	1,185	+ 1,185
Argentina.. . . .	.....	1,175	+ 1,175

LARD SUBSTITUTES

	1913	1919	Decrease or Increase
Total for the Union.. . . .	\$122,000	\$1,920	— \$120,080
Canada.. . . .	.....	.....	—
United States.. . . .	89,000	1,425	— 87,575
United Kingdom.. . . .	31,600	475	— 31,125
Argentina.. . . .	.....	25	+ 26

TRADE AND FISCAL NOTES FROM AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Australian Dried Fruits Season of 1920

At the annual conference of the Australian Dried Fruits Association, recently held in Melbourne, some particulars of interest to Canadian importers as to the trade were made available.

It was stated that record crops in 1920 in practically all fruits were harvested, with the exception of currants, which in some districts were affected by rain in the early part of the season. The total tonnage of currants, sultanas and lexias reached 18,812 long tons, showing an increase of 4,360 tons above 1919, and exceeding the previous record of 1916 by 1,924 tons.

A comparison of the quantities of all varieties produced in the two seasons is given hereunder:—

	1920 Tons	1919 Tons
Apricots..	246	143
Peaches..	417	267
Nectarines..	69	17
Pears..	156	—
Currants..	5,397	5,275
Sultanas..	9,625	5,651
Lexias..	3,790	2,563
Muscateles (incomplete)	47	31
	<hr/> 19,749	<hr/> 13,947

The export proportions for 1920 are given as currants 20 per cent, sultanas 30 per cent, and lexias 52½ per cent.

Both the home consumption and export proportions of currants have all been disposed of, and there are many unfulfilled export orders. Sultanas and lexias, the yield of which is the largest yet obtained, have also been readily disposed of in oversea markets at excellent prices. The yield of apricots, although larger by 100 tons than last season, is still insufficient for Commonwealth requirements, and growers are urged to dry more of this fruit to discourage importations. The same conditions apply to muscateles. Domestic requirements in peaches are fully met, but, owing to the sugar shortage, it is stated that householders are not using dried fruits as freely as usual.

Practically all the nectarines have gone into consumption. This is the first year that dried pears have been listed by the association, and although the pack amounted to only 156 tons, it has not been possible to dispose of the total quantity in the Commonwealth, although good prices are ruling for export.

Home Consumption Price of Australian Wheat

At a recent conference between the Commonwealth Prime Minister and the Premiers of the various Australian states relating to the forthcoming wheat harvest, the price of wheat for home consumption was fixed at 9s. (\$2.19) for the next twelve months, being an advance of 1s. 4d. (32 cents) on the price fixed in January, 1920.

In fixing 9s. as the price for home consumption, the conference was influenced by the promise given to wheat growers that they would receive the world's parity for their product. It was stated that sales of wheat has been negotiated by the Commonwealth Wheat Board at considerably above 9s. f.o.b. at port of shipment, but as the tendency of the overseas market was downward it was decided that 9s. for Australian consumption represented an equivalent to the world's parity after making the necessary deductions for freight and other charges.

Inauguration of Swedish Steamer Service to Australia

The recent arrival at the port of Melbourne of the Swedish motor vessel *Elmaren* represents a new trade development in the existing commercial relations of Scandinavia and Australia. The *Elmaren*, which is on her maiden voyage, is a vessel of 13,000 tons carrying capacity, driven by Diesel engines, and is an example of the most modern type of cargo carrier. She is stated to have a speed of 14 knots an hour and her oil tanks when full suffice for a voyage of 110 days.

It is reported that Sweden is making every effort to increase her exports to Australia, which mainly comprise timber, printing and other paper, woodpulp, cream separators, electrical material, metal manufactures, and a number of other articles which compete with Canadian products. Sweden is also desirous of purchasing larger from Australia. During the past five years the annual exports from Sweden to Australia have averaged £600,000 in value.

Capital Raised for Australian Manufactures

In a speech at a recent meeting of the Sydney, N.S.W., Chamber of Commerce, the Commonwealth Treasurer (Sir Joseph Cook) stated that during the calendar year 1919 the Commonwealth Government had sanctioned the raising of £17,542,269 capital for Australian manufactures. The classification, which was an interesting one, showed that the capital was being raised for the following industries:—

Agriculture, horticulture and pastoral.. . . .	£ 4,086,238
Manufacture of foods.. . . .	2,098,662
Iron and steel works.. . . .	552,553
Engineering and machinery.. . . .	1,743,741
Earthenware, cement, china, glass and stone.. . . .	829,154
Stationery, printing and manufacture of paper.. . . .	1,315,232
Cold storage, refrigeration and manufacture of ice.. . . .	693,845
Apparel and textiles.. . . .	1,289,701
Rubber goods.. . . .	281,589
Tanning and wool scouring.. . . .	410,872
Distillation and the manufacture of beverages.. . . .	330,018
Paints, dyes and polishes.. . . .	579,764
Drugs, chemicals, etc..	740,269
Timber and sawmills.. . . .	359,167
Plantations (mainly in Papua and Pacific Islands).. . . .	230,302
Manufacture of wood.. . . .	139,741
Boots and leather goods.. . . .	202,095
Vehicles.. . . .	354,006
Production of picture films in Australia.. . . .	36,000
Jewellery.. . . .	39,149
Electrical appliances.. . . .	37,500
Instruments (surgical and scientific).. . . .	18,107
Miscellaneous manufactures.. . . .	1,174,564
	<hr/>
	£17,542,269

CANADIAN GOVERNMENT MERCHANT MARINE SAILINGS TO THE BRITISH WEST INDIES AND BRITISH HONDURAS

As already intimated in the *Weekly Bulletin*, the Canadian Government Merchant Marine are commencing a regular service to Nassau (Bahamas), Kingston (Jamaica) and Belize (British Honduras). The first sailing will be by the *Canadian Fisher* on January 15. This will be followed by the *Canadian Forester* on February 3, and from then on there will be a sailing every three weeks. All sailings are from Halifax. These services are being performed by the two new steamers above mentioned, *Canadian Fisher* and *Canadian Forester*. Each steamer has accommodation for thirty passengers and a large freight carrying capacity.

TRADE AND INDUSTRIES OF CZECHO-SLOVAKIA

TRADE COMMISSIONER L. D. WILGRESS

IX

The Spirit Industry

The manufacture of alcohol is established on a large scale in Czecho-Slovakia and there is a substantial surplus available for export. There are 1,034 agricultural distilleries in the Republic producing raw spirit from potatoes or beetroot. The industrial distilleries number 56, of which 6 manufacture exclusively raw spirit, 18 are refineries, and 31 are combined establishments producing both the crude and refined spirit. The industrial distilleries utilize either molasses, which they obtain from the sugar factories, or beets, which they secure from the farmers. They are operated on a purely commercial basis and are of importance by reason of their production as by-product of potash, which is used by the glass industry. The prewar production of all the spirit distilleries was about 41,000,000 gallons a year. Owing to the requisition of potatoes for food purposes and the shortage of coal, the industry has recently been working under great handicaps. The production during the campaign of 1918-19 has about 4,400,000 gallons for the agricultural distilleries and a similar quantity for the industrial distilleries. The domestic requirements of the country are approximately 5,720,000 gallons a year. At the present time the industrial distilleries are producing exclusively for export, leaving the agricultural distilleries to supply the home demand.

The export of alcohol is controlled by the Czecho-Slovak Spirit Commission. The refined spirit contains 96.5 per cent of pure alcohol and is used for the manufacture of brandy and liquors, for pharmaceutical and medical purposes, in chemical laboratories, in the manufacture of scent, dentifrice, essences, vinegar, etc., and in the Republic for the manufacture of methylated spirits and substitutes for benzine and other oil fuels, which must be imported from abroad.

The Beer Industry

The brewing industry of Czecho-Slovakia is of great importance, and Bohemian beer—e.g. "Pilsener," "Budweiser," etc.—is renowned throughout the world. The conditions in Bohemia are especially suitable to this industry, since barley of excellent quality is grown in this province as well as the celebrated hops of the Eger valley. The water is also particularly suitable for the manufacture of beer. It is in Bohemia that the bulk of the beer exported from Czecho-Slovakia is produced.

Altogether there are 666 breweries in Czecho-Slovakia, and the total annual production in normal times is approximately 286,000,000 gallons. This was formerly about 52 per cent of the total production for the whole of Austria-Hungary. The breweries of Czecho-Slovakia are divided into 455 small breweries with a capacity up to 330,000 gallons a year, and which produced in normal times a total of about 49,500,000 gallons; 188 medium-sized breweries with a capacity up to 2,200,000 gallons, and which manufactured about 137,500,000 gallons a year; and finally 23 large breweries, which produced before the war a total of 99,000,000 gallons a year. The brewing industry employs when fully operating about 18,000 workmen and 2,000 other employees.

Of the total annual production approximately 27,500,000 gallons were exported before the war to foreign countries. Exportation was confined to certain special breweries, mostly of large size. There are 40 of these in Bohemia, 5 in Moravia, and 2 in Silesia. The largest brewery is in the town of Pilsen, with a production in 1913 of 22,432,190 gallons, of which over one-half was exported abroad. The breweries of Slovakia are not able to produce a sufficient supply for the needs of this province, and

hence have no surplus for export. The best-known Bohemian beers are light-coloured, but in the Prague district a dark brown beer is made which is unexcelled even by Bavarian beers.

EXPORT OF HOPS

The brewing industry is closely related to the trade in Bohemian hops, which are noted for their high quality and are exported to nearly all beer-manufacturing countries. The climate and soil of the Eger valley in northwestern Bohemia around the town of Saar (Zatec) is pre-eminently suitable for the growing of hops. Other districts in Bohemia and to a small extent in Moravia are also devoted to hop culture. In 1912 the crop in Bohemia amounted to 22,960,000 pounds, which were raised on an area of 37,500 acres. Of this crop a large proportion was exported to Germany and a certain amount to other Western European countries and North America. The 1919 crop of hops in Bohemia and Moravia amounted to about 9,000,000 pounds, and large quantities have been shipped to Great Britain, the United States, France, Italy, and other countries. Export is under the control of the Hops Syndicate, to whom or to the Ministry of Agriculture intending purchasers should apply.

The Lace Industry

Bohemian lace is known for its beauty, variety, and delicacy, and is made by women and girls in the villages of the mountainous Erzgebirge districts of northwestern Bohemia. At the present time the industry is suffering from the great lack of thread. All kinds and shapes of hand-made lace are produced, including narrow and wide edging for trimming ladies' linenware, etc., insertions, triangles, squares, ovals, etc., and pillow lace.

The Leather Industry

The Republic of Czecho-Slovakia retains about two-thirds of the leather industry of the former Austro-Hungarian Empire. There are altogether 260 leather factories in the Republic employing on an average 10,000 workmen. Tanneries for sole leather are chiefly concentrated in Moravia, northwestern Bohemia, and Slovakia; for other leathers in eastern Bohemia and the two eastern provinces. The capacity of the industry is the preparation weekly of 150,000 raw hides. Certain tanneries manufacture from 1,000 to 5,000 large hides a week in addition to many smaller hides and skins. These figures do not include the factories which are concerned with the preparation of glove leather from lamb, kid, and other skins, and which is a separate industry in itself. The principal products of the Czecho-Slovakia leather industry are sole leather, leather belting, chrome, calf, box-calf, and kid leathers.

Before the war fairly considerable quantities of leather were exported from the territory now comprising Czecho-Slovakia, especially to Eastern European countries. Production is at present greatly restricted by the shortage of raw hides and tanning materials. The number of horses, cattle, and sheep in Bohemia, Moravia, and Silesia decreased 25 per cent during the war, so that home supplies of hides are reduced. Jugo-Slavia and Hungary are the only countries from which hides have been secured, although arrangements are being made for obtaining supplies from the United States. The tanneries have undertaken to furnish sufficient leather during the coming year for the manufacture of 1,500,000 boots, but there will be a great lack of the finer leathers, such as coloured kids, patent and box-calf leather.

The Glove Industry

The glove industry centred in the Prague district formerly supplied the markets of Great Britain, Germany, Russia and Scandinavia, the Balkans and North America with a large proportion of their total glove imports. About 85 per cent of the former Austrian glove industry is now located in Czecho-Slovakia, chiefly

in Prague, while the cutting factories are in north-western Bohemia and Silesia. In the Prague district alone 20,000 skilled workmen in addition to many seamstresses were formerly employed in this industry and the annual output was about 3,000,000 dozen pairs of gloves. The average price per dozen pairs ranged before the war from \$4 to \$6. Over three-fourths of the total production was exported. The raw material, consisting of lamb, kid and other skins, was imported chiefly from Turkey and the Balkan States, India, and the United States. Owing to the almost total lack of imported supplies the leather glove industry of Prague is faced with a critical situation and production has been greatly restricted since the war.

NEW TARIFF OF GRENADA

On November 23 a new customs tariff was enacted by the Governor, with the advice and consent of the Legislative Council of Grenada, giving effect to the preferential agreement with Canada, arrived at in Ottawa last June. The new schedules are given below.

The duties set forth in the first schedule are to be levied subject to the following conditions:—

(a) The rates of customs duties set forth in the column headed "British Preferential Tariff" of the first schedule to this ordinance shall apply to goods, the growth, produce, or manufacture of the British Empire.

Provided that such goods are shown to the satisfaction of the collector of customs to have been (1) consigned from, and (2) grown, produced or manufactured in the British Empire, and also provided that such goods shall be accompanied by such evidence of origin as may be prescribed by the Governor in Executive Council from time to time.

(b) The rates of customs duties set forth in the column headed "General Tariff" of the said first schedule shall apply to all goods not entitled to admission under the column headed "British Preferential Tariff" of such schedule.

MODE OF ASCERTAINING AD VALOREM DUTIES

The cost of goods, for the purpose of ascertaining the amount of the ad valorem duty payable thereon, shall be calculated, if the goods have been purchased by the importer or consignor thereof, on the price charged for the said goods by the vendor thereof as verified by the genuine invoice of such goods, and if procured otherwise than by *bona fide* purchase, calculated on the actual market value or wholesale price of such goods at the time of exportation to this colony in the principal markets of the country whence such goods were imported. Provided always that the collector of customs or the proper officer of customs is satisfied, in the case of goods alleged to be purchased, of the fact of purchase, that the entries in such invoice are true, and that the invoice is genuine in every particular and also, in the case of such goods or of goods obtained otherwise than by purchase, that the value stated in the entry is a fair market value for such goods, at the place, and at the time that the same were purchased by the importer or consignor thereof.

No discounts or deductions from the value of any goods chargeable with ad valorem duty shall be allowed unless such discount or deduction be clearly shown to the satisfaction of the collector or other proper officer on the original invoice or unless the same be verified by the signature of the manufacturer, merchant or person from whom the goods set forth or described in the invoice were purchased, and by whom such discount or deduction has been or purports to have been actually allowed.

ASSESSMENT OF VALUES EXPRESSED IN FOREIGN COINAGE

When any invoice for goods purchased in a foreign country expresses the value of such goods in the coinage of that country, such value shall be assessed by the customs authorities in the colony at the constant exchange value (based on the relative value of the precious metals) of such foreign coinage for sterling money, and the importer shall pay duty, when duty is payable at an *ad valorem* rate, on the amount calculated at such value.

ARTICLES IMPORTED IN BAGS, BOXES, ETC.

If any article subject to the payment of specific duty is imported in any bag, box, tin, jar, bottle, or any package intended for sale and marked or labelled or commonly sold as containing or commonly reputed to contain a specific quantity of such article, such bag, box, tin, jar, bottle, or package shall be deemed, as against the importer, to contain such specific quantity. In all cases where such bag, box, tin, jar, bottle, or package is not so marked or labelled or commonly sold or reputed, the duty, if payable on weight, shall be calculated on the gross weight of such bag, box, tin, jar, bottle, or package and its contents.

DUTY ON GOODS OF WHICH PART IS DUTIABLE

Goods not prohibited to be imported into the colony containing any article liable to duty as a part or ingredient thereof, shall be chargeable with the full duty payable on such article, or, if composed of more than one article liable to duty, then with the full duty payable on the article charged with the highest rate of duty.

If any article is enumerated in the tariff or can be classed under two or more names, headings or descriptions, and there is a difference of duty, the highest duty provided shall be charged and collected thereon: Provided that the higher duty shall not be exacted in cases where the collector of customs is satisfied that the article only contains a very small proportion of the article bearing the higher duty.

MONEYS, WEIGHTS AND MEASURES

All sums of money payable under this ordinance shall be deemed and are hereby declared to be sterling money of Great Britain, and all duties under this ordinance shall be paid and received according to the Imperial weights and measures by law established; and in all cases where such duties are imposed according to any specific quantity or value, the same shall be deemed to apply in the same proportion to any greater or less quantity or value.

SCHEDULE OF CUSTOMS DUTIES OF GRENADA: FIRST SCHEDULE

Item No.	Article.	British Preferential Tariff.	General Tariff
1	Aerated and Mineral Waters, Natural and Artificial:		
	Per dozen reputed pints.	6d. the dozen	9d. the dozen.
2	Animals and birds living:		
	(a) Asses.	10/- per head.	15/- per head.
	(b) Cattle	Free.	Free.
	(c) Dogs.	10/- per head.	15/- per head.
	(d) Goats	Free.	Free.
	(e) Horses	20/- per head.	30/- per head.
	(f) Mules.		
	(g) Sheep	Free.	Free.
	(h) Swine		
	(i) Poultry, game and other kinds		
3	Apparel, all kinds	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>

SCHEDULE OF CUSTOMS DUTIES OF GRENADA: FIRST SCHEDULE—*Continued*

Item No.	Article.	British Preferential Tariff.	General Tariff.
4	Arms, ammunition and explosives:		
	Arms:		
	(a) Swords, bayonets and similar weapons	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	Firearms:		
	(b) Fowling pieces (breech loaders)	} 20/- each.	30/- each.
	(c) All other kinds, including air guns		
	Ammunition, all kinds	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	Explosives:		
	(d) Gunpowder for sporting purposes	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(e) Gunpowder for blasting purposes	} Free.	5 per cent <i>ad val.</i>
	(f) Other explosives for blasting purposes		
5	Asphalt, all kinds including pitch and tar	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
6	Bags and sacks (empty), not including paper bags	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
7	Bags (travelling and tool), trunks and valises	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
8	Baskets, all kinds	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
9	Beer and ale, stout and porter	1/6 per gallon.	2/3 per gallon.
10	Biscuits, Bread and cakes:		
	(a) Unsweetened in barrels	} 1/8 per 100 lbs.	2/6 per 100 lbs.
	(b) Unsweetened in tins		
	(c) Other kinds		
11	Blacking and polishes	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
12	Blue	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
13	Books, printed	Free.	Free.
14	Boots, shoes and slippers	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
15	Bricks and tiles	6/- per 1,000	9/- per 1,000.
16	Brooms and brushes	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
17	Buckets, pails and tubs	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
18	Bullion and coin	Free.	Free.
19	Butter and butter substitutes:		
	(a) Butter	8/4 per 100 lbs.	12/6 per 100 lbs.
	(b) Ghee	} 4/2 per 100 lbs.	6/3 per 100 lbs.
	(c) Butter substitutes including butterine and oleomargarine		
20	Candles	13/4 per 100 lbs.	20/- per 100 lbs.
21	Carriages, carts and wagons:		
	(a) Railway rolling stock	Free.	5 per cent <i>ad val.</i>
	(b) Bicycles or tricycles other than motor	} 10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(c) Bicycles or tricycles, motor		
	(d) Motor cars	20 per cent <i>ad val.</i>	30 per cent <i>ad val.</i>
	(e) Motor lorries and vans	} 10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(f) Other kinds and parts		
22	Cattle and other animal foods:		
	(a) Bran and pollard	} 1/4 per 100 lbs.	2/- per 100 lbs.
	(b) Linseed oil cake, and linseed oil cake meal		
	(c) Other kinds admitted as such by the Collector of Customs		
23	Cement	1/- per 400 lbs.	1/6 per 400 lbs.
24	Cheese	10/- per 100 lbs.	15/- per 100 lbs.
25	Chemicals:		
	(a) Calcium carbide	2/- per 100 lbs.	3/- per 100 lbs.
	(b) Other kinds	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
26	Chinaware or porcelain, earthenware and pottery	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
27	Cider and perry	6d. per gallon.	9d. per gallon.
28	Clocks and parts thereof	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
29	Coal, coke and patent fuel	Free.	Free.
30	Cocoa:		
	(a) Raw	10/- per 100 lbs.	15/- per 100 lbs.
	(b) Ground or otherwise prepared, except sweetmeats	2d. per pound.	3d. per lb.
31	Coffee:		
	(a) Raw	} 2d. per pound.	3d. per lb.
	(b) Roasted, ground or otherwise prepared, and including coffee substitutes, extracts and essences		
32	Confectionery including chocolate creams and sweetmeats of all kinds	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
33	Cordage and twine	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
34	Cork Manufactures	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
35	Cotton:		
	(a) Raw	Free.	Free.
	(b) Manufactures	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
36	Cutlery	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
37	Electrical apparatus	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
38	Films, cinematograph	6d. per 100 feet.	9d. per 100 feet.

SCHEDULE OF CUSTOMS DUTIES OF GRENADA: FIRST SCHEDULE—*Continued*

Item No.	Articles.	British Preferential Tariff.	General Tariff
39	Fireworks	20 per cent <i>ad val.</i>	30 per cent <i>ad val.</i>
40	Fish:		
	(a) Canned or preserved in jars or bottles	6/8 per 100 lbs.	10/- per 100 lbs.
	(b) Fresh, including fresh fish in cold storage and turtle	Free.	Free.
	(c) Salmon, trout and mackerel, dried, salted, smoked or pickled	10d. per 100 lbs.	1/3 per 100 lbs.
	(d) Other kinds dried, salted, smoked or pickled		
41	Fruits and nuts:		
	(a) Fruit, fresh	Free.	Free.
	(b) Dried, including currants, figs, prunes and raisins, other than candied or crystallized fruit and fruit in liquid	1d. per lb.	1½d. per lb.
	(c) Nuts, edible, other than cocoanuts	Free.	Free.
	(d) Cocoanuts	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
42	Glass and glassware		
43	Grain, flour, pulse and preparations thereof:		
	Grain:		
	(a) Corn (maize)	1/- per 100 lbs.	1/6 per 100 lbs.
	(b) Oats		
	(c) Rice	2/- per 100 lbs.	3/- per 100 lbs.
	(d) Other kinds	1/- per 100 lbs.	1/6 per 100 lbs.
	Flour and meal:		
	(e) Wheat	4/- per 196 lbs.	6/- per 196 lbs.
	(f) Maize or cornmeal		
	(g) Other kinds	1/8 per 100 lbs.	2/6 per 100 lbs.
	Pulse:		
	(h) Beans and peas, whole or split	1/- per 100 lbs.	1/6 per 100 lbs.
	(i) Dhol		
	(j) Other kinds		
	Farinaceous preparations:		
	(k) Arrowroot	3/4 per 100 lbs.	5/- per 100 lbs.
	(l) Macaroni and vermicelli	6/8 per 100 lbs.	10/- per 100 lbs.
	(m) Other kinds (including corn flour, oatmeal, rolled oats, sago, tapioca, and other cereal foods)	4/- per 100 lbs.	6/- per 100 lbs.
44	Grease, all kinds	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
45	Gums:		
	(a) Balata, chicle, and raw rubber	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(b) Other kinds		
46	Haberdashery and millinery	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
47	Hardware	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
48	Hats and Bonnets	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
49	Hay and Chaff	10d. per 100 lbs.	1/3 per 100 lbs.
50	Hemp and hemp manufactures	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
51	Hides and skins, raw	Free.	Free.
52	Horns and bones	Free.	Free.
53	Implements and tools:		
	Agricultural	Free.	Free.
	Other kinds	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
54	India rubber and gutta percha manufactures	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
55	Instruments, scientific	Free.	Free.
56	Jams, Jellies and preserved fruits:		
	(a) Jams, jellies and marmalade	6/8 per 100 lbs.	10/- per 100 lbs.
	(b) Canned and bottled fruits		
	(c) Other kinds, including candied and crystallized fruit and peel	12/6 per 100 lbs.	18/9 per 100 lbs.
57	Jewellery	20 per cent <i>ad val.</i>	30 per cent <i>ad val.</i>
58	Jute and jute manufactures	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
59	Lard and lard substitutes:		
	(a) Lard	8/4 per 100 lbs.	12/6 per 100 lbs.
	(b) Lard substitutes	4/2 per 100 lbs.	6/3 per 100 lbs.
60	Leather and manufactures of, including boots and shoes and saddlery and harness	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
61	Lime	Free.	Free.
62	Linen and linen manufactures	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
63	(1) Machinery, including parts, viz.:		
	(a) Agricultural (including drainage and irrigation)	Free.	5 per cent <i>ad val.</i>
	(b) Sugar manufacturing (including rum distillation)		
	(c) Mining		
	(d) Electric lighting and power for industrial purposes	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(e) Railway and Tramway	Free.	5 per cent <i>ad val.</i>

SCHEDULE OF CUSTOMS DUTIES OF GRENADA: FIRST SCHEDULE—*Continued*

Item No.	Article.	British Preferential Tariff.	General Tariff
63	Machines, etc.— <i>Cen.</i>		
	(f) Other industrial and manufacturing . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(g) Marine . . .		
	(h) Sewing machines . . .		
	(i) Water and sewerage . . .		
	(j) Fire engines. . .		
	(k) Printing . . .	Free.	5 per cent <i>ad val.</i>
	(l) Other kinds. . .	Free.	5 per cent <i>ad val.</i>
	The term "machinery" shall mean machines consisting of a combination of moving parts or mechanical elements which may be put in motion by physical or mechanical force, admitted as such by the Collector of Customs.	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
(2)	Machinery accessories, appliances and apparatus which the Collector of Customs is satisfied are for use in connection with any machinery detailed above under (a), (b), (c), (e), (f), (g), (h), (i), (l) . . .	Free.	5 per cent <i>ad val.</i>
64	Ditto under (d), (f), (g), (h), (i), (l) . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
64	Manure, all kinds . . .	Free.	Free.
65	Matches:		
	In boxes containing 80 matches or less. (Matches in boxes containing a greater quantity than 80 matches each to be charged in proportion).	1/6 per gross of boxes	2/3 per gross of boxes.
66	Meat		
	(a) Beef and pork, pickled or salted . . .	4/- per 100 lbs.	6/- per 100 lbs.
	(b) Canned . . .		
	(c) Fresh (including game and poultry and fresh meat, game and poultry in cold storage) . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(d) Smoked or cured, including bacon, and hams . . .	13/4 per 100 lbs.	20/- per 100 lbs.
	(e) Other kinds, including extracts . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
67	Medicines and drugs:		
	(a) Opium and ganja (Indian hemp) . . .	25/- per lb.	37/6 per lb.
	(b) Other kinds . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
68	Metals:		
	(a) Iron and steel nails, spikes, rivets, clinches, wire (including barbed wire) woven wire fencing, metal gates . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(b) Barrels and drums . . .		
	(c) Other metal manufactures, not elsewhere enumerated . . .		
69	Milk:		
	(a) Condensed or otherwise preserved . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(b) Other kinds . . .		
70	Musical instruments . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
71	Nuts and kernels (other than food):		
	(a) Copra . . .	Free.	Free.
	(b) Other kinds . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
72	Oil:		
	(a) Edible . . .	1/- per gallon.	1/6 per gallon.
	(b) Fuel . . .	Free.	4d. per gallon.
	(c) Illuminating, including kerosene and other refined petroleum for burning oils . . .	2d. per gallon.	4d. per gallon.
	(d) Lubricating . . .	8d. per gallon.	1/- per gallon.
	(e) Motor spirit, including benzine, benzoline, gasoline, naphtha and petrol spirits generally. . .	4d. per gallon.	6d. per gallon.
	(f) Other kinds, including essential, medicinal, perfumed and paint oils . . .	8d. per gallon.	1/- per gallon.
73	Oilcloth and linoleum . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
74	Painter's colours and materials:		
	(a) Paints and colours . . .	8/4 per 100 lbs.	12/6 per 100 lbs.
	(b) Polishes and varnishes . . .	1/6 per gallon.	2/3 per gallon.
	(c) Turpentine and turpentine substitutes . . .		
75	Paper:		
	(a) Cards, playing (per pack, not exceeding 53 cards). . .	6d. per pack.	9d. per pack.
	(b) Paper of all kinds and manufactures of paper . . .	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
73	Perfumery, not including perfumed spirits . . .	20 per cent <i>ad val.</i>	30 per cent <i>ad val.</i>

SCHEDULE OF CUSTOMS DUTIES OF GRENADA: FIRST SCHEDULE—*Continued*

Item No.	Article.	British Preferential Tariff.	General Tariff.
77	Pickles, condiments and sauces	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
78	Pictures (except unframed photographs)	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
79	Plants, seeds and bulbs	Free.	Free.
80	Plate and plated ware	20 per cent <i>ad val.</i>	30 per cent <i>ad val.</i>
81	Provisions, unenumerated	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
82	Saddlery and harness	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
83	Salt:		
	(a) Coarse and rock salt	5/- per ton	7/6 per ton.
	(b) Fine, including table salt	1/- per 100 lbs.	1/6 per 100 lbs.
84	Seeds, for expressing oil therefrom	Free.	1/- per 100 lbs.
85	Ships, boats and launches	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
86	Silk and silk manufactures	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
87	Soap:		
	(a) Common, including laundry, polishing and soft soap	2/- per 100 lbs.	3/- per 100 lbs.
	(b) Fancy, including medicated and perfumed soaps for toilet purposes	8/4 per 100 lbs.	12/6 per 100 lbs.
88	Spices	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
89	Spirits:		
	(a) Brandy	17/6 per proof gal.	20/- per proof gal.
	(b) Gin	15/- per proof gal.	17/6 per proof gal.
	(c) Rum	10/- per proof gal.	12/6 per proof gal.
	(d) Whisky	17/6 per proof gal.	20/- per proof gal.
	(e) Cordials and liqueurs:		
	All kinds, including bitters and flavouring extracts (except Falernum)	17/6 per liq. gal.	20/- per liquid gal.
	(f) Falernum	17/6 per liq. gal.	20/- per liquid gal.
	(g) Medicinal spirits, admitted as such by the Collector of Customs	5/- per liquid gallon.	7/6 per liquid gallon.
	(h) Methylated spirits and methylated alcohol, admitted as such by the Collector of Customs		
	Perfumed spirits:		
	(i) Bay rum	5/- per liquid gallon.	7/6 per liquid gallon.
	(j) All others, including dentifrices, toilet preparations and washes	10/- per liquid gallon.	15/- per liquid gallon.
	Unenumerated spirits:		
	(k) Potable	17/6 per proof gallon.	20/- per proof gallon.
	(l) Not potable	5/- per liquid gallon.	7/6 per liquid gallon.
90	Starch	1/- per 100 lbs.	1/6 per 100 lbs.
91	Stationery, other than paper	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
92	Stones and slates	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
93	Sugar:		
	(a) Refined	5/- per 100 lbs.	7/6 per 100 lbs.
	(b) Unrefined	4/2 per 100 lbs.	6/3 per 100 lbs.
	(c) Molasses and syrup:		
	Vacuum pan	1d. per gallon.	1½d. per gallon.
	Other kinds	3d. per gallon.	4½d. per gallon.
94	Tea	6d. per lb.	9d. per lb.
95	Tobacco and snuff:		
	Unmanufactured	8d. per lb.	1/- per lb.
	Manufactured:		
	(a) Cigars	13/- per lb.	19/6 per lb.
	(b) Cigarettes		
	(c) Snuff	3/- per lb.	4/6 per lb.
	(d) Other manufactured tobacco	6/- per lb.	9/- per lb.
96	Toys and games	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
97	Umbrellas and Parasols	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
98	Vegetables:		
	(a) Dried, canned or preserved	4/2 per 100 lbs.	6/3 per 100 lbs.
	(b) Fresh	Free.	Free.
99	Vinegar	6d. per gallon.	9d. per gallon.
100	Watches and parts thereof	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
101	Wax	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
102	Wine:		
	(a) Sparkling	13/4 per liquid gallon.	20/- per liquid gallon.
	(b) Still	2/8 per gallon.	4/- per gallon.
	(c) Vermouth		

SCHEDULE OF CUSTOMS DUTIES OF GRENADA: FIRST SCHEDULE—*Concluded*

Item No.	Article.	British Preferential Tariff.	General Tariff.
103	Wood and timber:		
	Unmanufactured:		
	(a) Lumber, sawn or hewn, undressed	5/- per 1,000 feet.	10/- per 1,000 feet.
	(b) Lumber sawn or hewn, wholly or partly dressed.		
	(c) Shingles	3/- per 1,000.	4/6 per 1,000.
	(d) Shooks, staves and headings	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(e) Other kinds		
	Manufactured:		
	(f) House, office, cabinet or store furniture	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	(g) Other kinds		
104	Wool and woollen manufactures	10 per cent <i>ad val.</i>	15 per cent <i>ad val.</i>
	All other articles not in this Schedule particularly enumerated, or in the Second Schedule particularly exempted.		
	In the case of specific duties, these rates to charged upon any greater or less quantity of such goods, wares and merchandise respectively.		

THE SECOND SCHEDULE.

Table of Exemptions from Duty.

Animals and birds, living, exclusive of those specified in the First Schedule.

Arms, Ammunition, Uniforms, Accoutrements and Prizes imported by, or for the use of His Majesty's Naval or Military Forces, the Civil Service, the Police Force or any Militia or Volunteer Force or Rifle Association sanctioned by the Governor, and all goods, wares and merchandise imported or taken out of bond for the use of His Majesty's Naval and Military Forces on the signed declaration of the Officer, for the time being, in command of such Force.

Articles sent to the Colony for repairs and improvements and so proved to the satisfaction of the Collector of Customs.

Articles imported at the cost of public subscribers as gifts to the public.

Articles passed by the Collector of Customs as the personal baggage of passengers; professional apparatus brought in by passengers for their own use, and household effects not exceeding in value £250, brought in for personal use and not for sale, and which have been in the use of the passenger for at least one year, and personal effects, not being merchandise, of persons domiciled in the colony who have died abroad.

Articles imported especially for the furnishing, decoration, construction and repair of churches used for public worship, on the signed declaration of the head of the denomination for which they are intended.

Articles imported by, or for the use of the Colonial Government.

Articles imported by, or for the use of any office or bureau for meteorological observations approved by the Governor.

Articles re-imported into the Colony on which duty has been paid on a previous importation and so proved to the satisfaction of the Collector of Customs.

Articles for the official use of any foreign Consulate or the luggage and personal effects of the Consular representative of any foreign country, or his family, or suite, if such Consular representative is not engaged in any other business or profession in this Colony, provided that a similar privilege is accorded by such foreign country to the British Consulate therein.

Articles imported or taken out of bond for the use of any District Board, provided that if any such articles are sold by any District Board, the unpaid duty in respect thereof shall be paid by such Board into the Treasury.

Artificial Limbs.

Bee, Bee-hives and Bee-keeping Apparatus.

Books, printed, bound or unbound, not being account books; music, newspapers, pamphlets, periodicals, unframed photographs, almanacs, school globes, atlases, charts, maps, plans, trade catalogues and advertising matter of no commercial value, bank notes, postage stamps and used post cards; but not including printed labels, printed forms, and Christmas cards.

Bullion and Coin.

Cattle.

Coal, Coke and Patent Fuel.

Cotton, raw.

Drugs and appliances imported with the approval of the Governor for the relief and control of *Ascaris* and Tuberculosis.

Drugs and appliances imported with the approval of the Governor by the Institute for the Blind.

Eggs.

Fish, fresh, including fresh fish in cold storage and turtle.

Fruits and Nuts—Fruits, fresh; coconuts.

Fuel, Firewood and Charcoal.

THE SECOND SCHEDULE—*Concluded.**Table of Exemptions from Duty—Concluded.*

Goats.
 Hides and Skins, raw.
 Horns and Bones.
 Horses, baggage and furniture of Officers on Imperial Service in His Majesty's Naval and Military Forces.
 Ice.
 Implements and Tools—Agricultural.
 Lime.
 Manures, all kinds, insecticides, fungicides, vermin-killers and other substances including sulphate of ammonia, nitrate of soda, lime and other substances, which the Collector of Customs is satisfied are imported for use as manures, or as remedies of or preventives of insect attacks on plants and animals.
 Nuts and Kernels—Copra.
 Packages or coverings in which any articles are imported, and which are, in the opinion of the Collector of Customs, the usual or proper packages or coverings.
 Packages and bags, exported filled with produce and returned empty, passed as such by the Collector of Customs.
 Patterns and samples of no commercial value.
 Plants, Seeds and Bulbs for cultivation or propagation.
 Printing type and printing ink.
 Produce of the Colony, re-imported into the Colony within one year from date of exportation, and so proved to the satisfaction of the Collector of Customs.
 Sand, Earth and Stones in the rough, not including precious stones.
 Scientific apparatus, utensils, instruments and preparations, including absolute alcohol for preserving purposes, imported exclusively for the purpose of prosecuting scientific investigations on behalf of any college, academy, school or seminary of learning, and not for sale or exchange, subject to such regulations as the Collector of Customs shall prescribe.
 Sheep.
 Specimens illustrative of Natural History.
 Swine.
 Tanning and Dyeing Materials—Divi-divi, logwood and mangrove and other bark.
 Tombstones and memorial tablets and railings for goods.
 Tonca Beans.
 Vaccine Lymph, medical serums and radium.
 Vegetables, fresh.
 West India and Panama Telegraph Company, Limited:—Telegraph wire, Telegraphic and electrical apparatus and appliances of all kinds, receipt books, bill-heads, and forms imported for the sole use of the company.
 Other articles not exempt from duty which in any particular case may be exempted by order of the Governor in Executive Council.

REVISED TARIFF OF MALTA

The "Import Duties Revision Ordinance, 1920" (No. 14 of 1920), dated 19th November, 1920, contains the Schedules of Import Duties which came into operation in the Colony on 13th March, 1920, the date on which notice of the Ordinance was given in the Council of Government.

The First, Second, Third and Fourth Schedules to Ordinance 6 of 1918, as subsequently amended, are repealed and corresponding Schedules substituted by the present Ordinance.

The Schedule of Specific Duties is amended by the imposition of increased duties on beer, spirits, and certain kinds of wines. The *ad valorem* duty of 5 per cent on many articles has been raised to 10 per cent, and the *ad valorem* duty of 10 per cent has in several instances been raised to 20 per cent.

ASSESSMENT OF VALUE EXPRESSED IN FOREIGN COINAGE

It is provided in the present Ordinances that the invoice value of goods expressed in foreign coinage shall be assessed by the Collector of Customs at the current rate of exchange for sterling money of such foreign coinage, which shall be fixed every seven days by the Treasurer of the Colony, and *ad valorem* duties shall be paid on the amount so assessed.

The revised schedules of duties were published in the *British Board of Trade Journal* for December 16, which is on file at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, and is available for consultation.

AUSTRALIAN CUSTOMS DECISIONS

(*British Board of Trade Journal*)

The Board of Trade have received copy of the following Customs By-Laws adding to the lists of articles which may be imported into Australia, at the rates of duty leviable upon recognized "minor articles" or "machine tools," as the case may be.

Minor Articles for Use in the Manufacture of Goods within the Commonwealth.—
By-Laws Nos. 518, 525, 526.

The following items are added:—

Cardboard boxes—

Lace paper.

Metal and other goods—

Brass wire.

Ferrules, Brush—

Nickel-plated tinned sheets.

(Provided security be given by the owner that these articles will be used only for the above purposes, and that evidence of such use be given to the satisfaction of the collector within six months after delivery by the customs.)

Machine Tools and Parts.—By-Laws Nos. 485, 527, 528.

The following items are added:—

Sheep dip—

Rotary drying machines.

Marine fibre—

Carding and teasing machines.

Miscellaneous—

Diamond-cutting and sawing machines and accessories.

[NOTE.—But not the motive power, engine combination, or power connections, if any, when not integral parts of the above machines.]

The rates of duty leviable on recognized "minor articles" and "machine tools," are:—

Under the British Preferential TariffFree.

Under the General Tariff10 per cent *ad valorem*.

RESTORATION OF INCREASED IMPORT DUTIES ON RAILWAY MATERIALS IN FRANCE

A cablegram from Commercial Attaché W. C. Huntington, Paris, under date of December 28, 1920, published in the *United States Commerce Reports*, states that a French decree of December 18, 1920, published in the *Journal Officiel* for December 27, re-establishes, with the corresponding coefficient, the import duty on rails, fish-plates, bridges, and parts thereof which was suspended by decree of November 30, 1914, and March 3, 1915, in cases where such materials were required for repairs on railways, etc., necessary for national defense.

[The duty on heavy structural iron and steel is 12 francs per 100 kilos, with a coefficient of 3, which makes the duty now in force 36 francs per 100 kilos.]

NEW ZEALAND CUSTOMS DECISIONS

Ministers Order D54, dated 6th October, 1920, contains the following Customs Decisions specifying the classification of various goods under the Customs Duties Act on their importation into New Zealand, viz.:—

Articles	Tariff Item	On foreign goods	Rates of Import Duty On goods the produce or manufacture of any part of the British Empire
Artificers' tools, not otherwise enumerated, viz.:			
Hand guillotine (not being a machine) for cutting cardboard or strawboard, whatever be the length of the knife.	359	Free	Free
Moulded boxes for use in foundries.	359	Free	Free
Bottles (containing perfumed spirit)—viz.: obscured cast or moulded glass bottles, ground only at neck and stopper.	324	Free	Free
Cotton piece-goods, other than cotton nets, embossed with designs in dextrin, prepared starch or cellulose, paint, metallic paint, or similar materials, and not having otherwise undergone any second operation.	286	Free	Free
Dairying machinery, viz.:—			
Speed-indicators, when imported with and being parts of cream-separating machines, whether attached thereto or otherwise.	396	Free	Free
Disinfectants, viz.:—			
Naphthalene nest-eggs.	270	Free	Free
Drapery, not elsewhere enumerated, viz.:			
Cotton nets, embossed with designs in dextrin, prepared starch or cellulose, paint, metallic paint, or similar materials.	79	30% ad val.	20% ad val.
Gas coppers, consisting of inner boiler of copper, outer casing and lid of galvanized iron, cast-iron gas ring, and cast-iron legs.	183	30% ad val.	20% ad val.
Scientific instruments, viz.:			
Penetrometers, being instruments for testing the consistency of asphalt, cement or similar materials.	280	Free	Free
Surgical appliances, viz.:—			
X-ray gloves, of lead-rubber, covered with leather.	279	Free	Free
Threads, embroidery, of artificial silk.	295	Free	Free

A "primage" duty of 1 per cent ad valorem is levied on all the above goods on importation, irrespective of whether the goods are otherwise liable to duty or not.

PASSENGER TARIFF OF THE CANADIAN GOVERNMENT MERCHANT MARINE, LIMITED

Halifax, Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)

In connection with sailings of ss. *Canadian Fisher* and *Canadian Forester*

	First-class one way fares	Deck
Halifax, N.S., and Nassau, Bahamas.	\$ 90	—
Halifax and Kingston.	125	—
Halifax and Belize.	200	—
Nassau and Kingston.	35	\$ 8
Nassau and Belize.	110	21
Kingston and Belize.	75	13

Canadian war tax five cents on every \$5 or fraction thereof on all tickets issued in Canada. Also on all orders issued outside of Canada, calling for transportation from Canada. On return tickets issued in Canada, Canadian war tax is chargeable on the southbound portion only, i.e., the single fare.

Staterooms.—Staterooms are numbered 1-10 inclusive and have two berths in each, one upper and one lower. Passengers desiring exclusive use of stateroom will be charged two fares.

Suites. Suites are lettered A and B, and consist of bedroom with two berths, parlour with sofa, and private bathroom, and will be sold at four fares.

Deposit required.—A deposit of 25 per cent of the passage fare for each person is required to engage a berth or stateroom, and full amount of passage must be paid fourteen days before sailing. Accommodations are not considered finally engaged unless secured by such deposit or payment in full.

Intermediate Steamers between various Ports in Canada and United Kingdom, South America, India, Australia, and New Zealand

Fares.—Fares mentioned herein are minimum first-class fares for three persons in each stateroom. If exclusive use of stateroom is desired two and one-half fares will be collected.

United Kingdom—

Between Montreal, St. John or Halifax and any port in the United Kingdom. . . \$125

South America—

Between Montreal and Rio de Janeiro.	225
“ “ “ Santos.	225
“ “ “ Montevideo.	255
“ “ “ Buenos Aires.	260
“ Halifax or St. John and Rio de Janeiro.	195
“ “ “ Santos.	200
“ “ “ Montevideo.	230
“ “ “ Buenos Aires.	235

India via Mediterranean and Suez—

Between Montreal and Bombay, India.	400
“ Halifax or St. John, N.B., and Bombay.	375

Australia and New Zealand via Pacific—

Between Vancouver, B.C., and Auckland, New Zealand via direct steamer.	168
“ Vancouver, B.C., and Sydney or Melbourne, Australia via direct steamer.	200

War tax clause.—\$5 war tax will be required on each ticket issued in Canada.

CHILDREN'S FARES

United Kingdom.—One year and under ten years of age half-fare. Infants \$11.

South America.—Children ten years of age and over, adult fare. Children four years of age and under ten years, half fare. Children one year old and under four, one-quarter fare. One child under one year old, free, and each additional child under two years of age, one-quarter fare.

India via Mediterranean and Suez.—Twelve years of age and over, adult fare. Two years of age and under twelve, one-half fare. One child in each family under two years of age, free, and each additional child under two years of age, one-quarter fare.

Australia and New Zealand via Pacific.—Two years of age and under twelve, half-fare. Each child under two years of age, ten per cent of the minimum fare with no berth provided.

LIST OF STEAMERS WITH PASSENGER ACCOMMODATION

Each of the following steamers have two staterooms, each fitted with two berths and sofa, latter of which can be used as bed if necessary. In addition there is a spacious and comfortable smoking room, and well-appointed dining room.

	Tons		Tons
<i>Canadian Conqueror.</i>	8,350	<i>Canadian Prospector</i>	8,100
<i>Canadian Victor.</i>	8,350	<i>Canadian Highlander</i>	8,390
<i>Canadian Spinner.</i>	8,350	<i>Canadian Exporter.</i>	8,100
<i>Canadian Planter.</i>	8,350	<i>Canadian Traveller.</i>	8,100
<i>Canadian Mariner.</i>	8,100	<i>Canadian Inventor</i>	8,100
<i>Canadian Explorer.</i>	8,100	<i>Canadian Winner</i>	8,100

PASSPORTS

All passengers for Great Britain, India, Australia and New Zealand must have passports of the country to which they belong, and if they are not British subjects, must have vise of the British Consul before being allowed to embark.

Argentine Republic.—Passengers for the Argentine Republic must have passports of the country to which they belong, which must be vised by the Argentine Consul, and in addition require the following:—

Judicial or police certificate, stating holder has not suffered imprisonment during the previous five years.

Judicial or communal certificate of sanity, stating holder has not been a vagrant.

These certificates must be obtained from the authorities at the locality where passengers will embark, and must be written on letter head of the police or court authorities.

These documents must be accompanied by photograph, and will require to be vised by the Argentine Consul.

Brazil and Uruguay.—Passengers for Brazil or Uruguay will require passports of the country to which they belong, which must be vised by the Consul of these Republics.

The Argentine health authorities have issued instructions that no passenger should be allowed to land at Buenos Aires unless he or she holds a medical certificate of vaccination within the previous seven years. Any person embarking without such document will be liable to be vaccinated before landing.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 5, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 5; those for the week ending December 29 are also given for the sake of comparison.

		Parity.	Week ending December 29, 1920.	Week ending January 5, 1921.	
Britain.. . . .	£	1.00	\$4.86	4.053	4.27
France	Fr.	1.	.193	.067	.070
Italy.. . . .	Lira	1.	.193	.039	.041
Holland.. . . .	Florin	1.	.402	.361	.372
Belgium.. . . .	Fr.	1.	.193	.071	.073
Spain	Pes.	1.	.193	.151	.157
Portugal	Esc.	1.	1.08	.116	.115
Switzerland.. . . .	Fr.	1.	.193	.176	.181
Germany	Mk.	1.	.238	.015	.015
Greece.. . . .	Dr.	1.	.193	.082	.087
Norway.. . . .	Kr.	1.	.268	.183	.186
Sweden.. . . .	Kr.	1.	.268	.228	.235
Denmark.. . . .	Kr.	1.	.268	.183	.186
Japan.. . . .	Yen	1.	.498	.554	.561
India.. . . .	R.	1.	.342	.030	.319
United States.. . . .	\$	1.	1.00	1.15 9-16	1.17
Argentina.. . . .	Pes.	1.	.965	.860	.904
Brazil.. . . .	Mil.	1.	.546	.164	.169
Roumania	Lei	1.	.193	.013	.014
Jamaica.. . . .	£	1.	4.86	4.05	4.16
Barbados.. . . .	\$	1.	1.	.84 to .85	.86½ to .87½
British Guiana	\$	1.	1.	.84 to .85	.86½ to .87½
Trinidad.. . . .	\$	1.	1.	.84 to .85	.86½ to .87½
Dominica.. . . .	\$	1.	1.	.84 to .85	.86½ to .87½
Grenada.. . . .	\$	1.	1.	.84 to .85	.86½ to .87½
St. Kitts.. . . .	\$	1.	1.	.84 to .85	.86½ to .87½
St. Lucia.. . . .	\$	1.	1.	.84 to .85	.86½ to .87½
St. Vincent.. . . .	\$	1.	1.	.84 to .85	.86½ to .87½
Tobago.. . . .	\$	1.	1.	.84 to .85	.86½ to .87½

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

2650. **Cheese, oatmeal.**—A firm in Belfast, Ireland, are anxious to secure the agency of one of the leading exporters of Canadian cheese either in Montreal, Ingersoll or Belleville districts, as also one of the oatmeal concerns.

2651. **Canned salmon.**—A Belgian firm of commission and representation desire to represent Canadian canned salmon fishery.

2652. **Alimentary products.**—A Belgian firm desire to represent a packing company, producers of canned meats, fish, and other products.

2653. **Products for the Near East.**—A firm of importers and exporters in London, England, with offices in Constantinople, Batum, Odessa, and other Near Eastern points, desire to import Canadian products into that territory. This firm does a large business with Turkey, Anatolia, and the Black Sea ports. They handle all lines, besides dealing in cottons, woollens, and general textiles.

2654. **Orange boxes.**—The London, England, branch of a South African bank has been requested by several of their clients in South Africa to endeavour to make arrangements for the regular supply from Canada of box shooks for orange cases, and invite quotations by cable for 10,000 to 20,000 cases according to the following specifications:—

Parts	Length Inches	Width Inches	Thickness Inches
3 pieces.	11½	11½	1
4 pieces.	26	5½	¾
4 pieces.	26	5½	¾
2 cleats.	11	1	¾

Wood to be the usual quality of pine or other white wood, and the cases to be made up in shooks, bound with wire. Owing to Government regulations, it is necessary that the various pieces are cut to exact size. Quotations to be c.i.f. Cape Town, and date of delivery to be stated.

2655. **Enamelware, aluminiumware, and general hardware lines.**—A Sydney company desire to hear from Canadian manufacturers of the above lines with a view of arranging for agencies in Australia.

2656. **Representation in South Africa.**—A commission agent in Johannesburg, South Africa, established for many years and having a valuable connection, with a knowledge of the financial standing of business firms, would like to represent Canadian manufacturers in South Africa. Banking references given.

2657. **Chicory root.**—A Swiss manufacturer would be interested in receiving offers and prices from Canadian firms who would be in a position to export chicory root washed and roasted from the crop 1920.

2658. **Representation in British West Indies.**—An ex-officer of the Canadian Expeditionary Force, whose home is in one of the West Indian islands, would like to get in touch with some large Canadian manufacturer with a view to acting as representative in the West Indian islands and British Guiana. He has personal connections with some of the largest business men in the British West Indies. He served four years overseas.

2659. **Alimentary products.**—A commercial house in Trinidad, B.W.I., desire to secure the agency in Trinidad for a large manufacturer of flour, oatmeal, and cornmeal; also interested in oilmeal, codfish, sardines, wrapping paper, and Portland cement.

2660. **Dry goods.**—A large firm of manufacturers' representatives in Trinidad, who also cover the neighbouring islands, would like to represent Canadian dry goods firms for cotton and woollen and piece-goods, linen, hosiery, and shirts. Firm carries a large staff of competent salesmen.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Halifax

TO CHERBOURG AND HAMBURG.—*Saxonia*, Cunard Line about January 24.

TO NASSAU, BAHAMAS, KINGSTON, JAMAICA, AND BELIZE, BRITISH HONDURAS.—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about January 15.

TO BRITISH WEST INDIES.—*Chaudiere*, Royal Mail Steam Packet Company, about January 21.

TO CARDIFF AND SWANSEA.—*Canadian Squatter*, Canadian Government Merchant Marine, Ltd., about January 14.

TO RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO AND BUENOS AIRES SERVICE.—*Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about January 20.

TO LIVERPOOL.—*Canada*, White Star-Dominion Line, about January 23; *Saturnia*, Anchor-Donaldson Line, about February 3.

TO GLASGOW.—*Saturnia*, Anchor-Donaldson Line, about February 3.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Farmer*, Canadian Government Merchant Marine, Ltd., about January 12.

TO HAMBURG AND DANTZIG (direct).—*Gothland*, Red Star Line, about January 14.

From St. John

TO LIVERPOOL.—*Empress of Britain*, C.P.O.S. Line, about January 14; *Minnedosa*, C.P.O.S. Line, about January 22; *Victorian*, C.P.O.S. Line, about January 28.

TO LONDON.—*Bosworth*, C.P.O.S. Line, about January 15; *Corsican*, C.P.O.S. Line, about January 29; *Holbrook*, C.P.O.S. Line, about January 29; *Grampian*, C.P.O.S. Line, about February 12.

TO GLASGOW.—*Cabotia*, Cunard Line, about January 14; *Dunbridge*, C.P.O.S. Line, about January 29; *Pretorian*, C.P.O.S. Line, about February 13.

TO AVONMOUTH. *Dunbridge*, C.P.O.S. Line, about January 29.

TO MANCHESTER.—*Manchester Brigade*, Manchester Liners, about January 15; *Manchester Shipper*, Manchester Liners, about February 5.

TO SOUTHAMPTON. *Scandinavian*, C.P.O.S. Line, about February 12.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO BELFAST AND DUBLIN.—*Melmore Head*, Head Line, about January 20.

TO ANTWERP.—*Bosworth*, C.P.O.S. Line, about January 15; *Holbrook*, C.P.O.S. Line, about January 29; *Scandinavian*, C.P.O.S. Line, about February 12.

TO ROTTERDAM.—*Dunaff Head*, Head Line, about January 26.

TO HAVRE.—*Kamarima*, Fracanda Line (Canada Steamship Lines, agents), about January 21; *Corsican*, C.P.O.S. Line, about January 29; *Grampian*, C.P.O.S. Line, about February 12.

TO HAMBURG.—*Dunaff Head*, Head Line, about January 26.

TO ST. JOHN'S, NEWFOUNDLAND.—*Manola*, Canada Steamship Lines, about January 15.

TO RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—*Greidon*, Houston Lines, about January 15.

TO KARACHI, BOMBAY, COLOMBO, MADRAS, RANGOON, CALCUTTA, SINGAPORE, BATAVIA AND SOERABAYA (via Mediterranean).—*Trevean*, Canadian Government Merchant Marine, Ltd., and British India Steam Navigation Company, Ltd., joint service, about January 29.

TO AUSTRALIA AND NEW ZEALAND.—*Waimate*, New Zealand Shipping Co., about January 15; *Canadian Importer*, Canadian Government Merchant Marine, Ltd., about January 29; *Tairoa*, New Zealand Shipping Co., about February 15.

TO EASTERN AND FAR EASTERN PORTS.—*Hellenes*, Houston Lines, about January 30; *Croxteth Hall*, Ellerman-Bucknalls, about February 25.

TO SOUTH AFRICA.—*New Georgia*, Elder-Dempster & Co., about January 30; *Fantee*, Elder-Dempster & Co., about February 28.

TO WEST AFRICA.—*Shonga*, Elder-Dempster & Co., about January 26.

From Vancouver, B.C.

TO LONDON, LIVERPOOL AND GLASGOW VIA PANAMA CANAL.—*Chancellor*, Harrison Direct Line, loading about January 13; *Collegian*, Harrison Direct Line, loading about February 5.

TO AUSTRALIA AND NEW ZEALAND.—*Marama*, Canadian-Australasian Royal Mail Line, about January 12; *Wairuna*, Canadian-Australasian Royal Mail Line, middle January.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, C.P.O.S. Line, about January 13; *Empress of Asia*, C.P.O.S. Line, about February 10.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, C.P.O.S. Line, about February 8; *Empress of Japan*, C.P.O.S. Line, about February 23.

TO YOKOHAMA, MOJI, AND HONG KONG.—*Methven*, C.P.O.S. Line, about January 23.

TO KARATSU, SHANGHAI, HONG KONG AND SINGAPORE.—*Melville Dollar*, Dollar Line, about January 27; *Harold Dollar*, Dollar Line, about February 8.

ELECTRIC TRACTION ON THE SOUTH AFRICAN RAILWAYS

A copy of a report on the subject of the electrification of certain sections of the railways of the Union of South Africa is reported upon by Messrs. Merz and McLennan, consulting engineers, London, England, together with the report of the Railways and Harbour Board thereon and a memorandum on the subject by Sir William W. Hoy, general manager of the South African Railways, have been received by the Commercial Intelligence Branch of the Department of Trade and Commerce, and may be consulted by Canadian manufacturers of electrical equipment in the Library of the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 1 Rue de Florence, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 300 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland, *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgess, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs, 31 North John street, Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

G. B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbege, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

W. C. Noxon, Director, Overseas Trade Branch of the Department of Trade and Commerce, 1 Regent Street, S.W. 1, Eng. *Cable Address, Canmission.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

- | | |
|--|--|
| Brazil:
Bahia, British Consul.
Rio de Janeiro, British Consul General. | Mexico:
Mexico, British Consul General. |
| Chile:
Valparaiso, British Consul General. | Netherlands:
Amsterdam, British Consul. |
| Colombia:
Bogota, British Consul General. | Panama:
Colon, British Consul.
Panama, British Vice-Consul. |
| Ecuador:
Quito, British Consul General.
Guayaquil, British Consul. | Peru:
Lima, British Vice-Consul. |
| Egypt:
Alexandria, British Consul General. | Portugal:
Lisbon, British Consul. |
| France:
Havre, British Consul General.
Marselles, British Consul General. | Spain:
Barcelona, British Consul General.
Madrid, British Consul. |
| India:
Calcutta. Director General of Commercial Intelligence. | Sweden:
Stockholm, British Consul. |
| Italy:
Genoa, British Consul General.
Milan, British Consul. | Switzerland:
Geneva, British Consul. |
| | Uruguay:
Monte Video, British Vice-Consul. |
| | Venezuela:
Caracas, British Vice-Consul. |

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Signapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyright Act. Cullers' Act. Electric Light Inspection Act. Gas Inspection Act. Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Lead Bounties Act. Patent Act. Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act. Timber Marking Act. Weights and Measures Inspection Act. Zinc Bounties Act.

PUBLICATIONS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report re Mail Subsidies and Steamship Subventions.
Chinese Markets for Canadian Products (1919).
Grain Inspection in Canada (1914).
German War and its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
List of Licensed Elevators, etc.
Patent Office Record (Weekly).
Report of the Canadian Economic Commission (Siberia), 1919.
Rules and Forms of the Canadian Patent Office.
Rules and Regulations made by Board of Grain Commissioners.
Russian Trade (1916).
Trade of South China (1919).
Trade with China and Japan (1914).
Trading with Spain (1920).
Timber Import Trade of Australia (1917).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom.
Toy Making in Canada (1916).
Weekly Bulletin containing Reports of Trade Commissioners and other Commercial Information.

REPORTS OF THE DOMINION BUREAU OF STATISTICS

I. Population:

Census: Report of Census of 1911:—	Census— <i>Continued</i> .
Volume II, Religious Origins, etc.	Volume VI, Occupations.
Volume III, Manufactures.	Report of Census of Prairie Provinces, 1916.
Volume IV, Agriculture.	Vital Statistics (pending).
Volume V, Forest, Fishery, Fur, etc.	Migration (pending).

II. Agriculture:

Monthly Bulletin of Agricultural Statistics.	Annual Bulletin of Agricultural Statistics.
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III. Industrial Census (Annual) as follows:

Dairy Factories.	Iron and Steel (pending).
Fisheries.	Coal.
Forestry—Lumber, Pulp and Paper, Sash and Planing Mills.	Central Power Stations.
Mining, Metallurgical and Chemical Industries (pending).	General Manufactures.

IV. External Trade:

Monthly Report of the Trade of Canada.	Annual Report of the Trade of Canada
--	--------------------------------------

V. Transportation:

Railways and Tramways.	Telephones.
Express.	Canals, Water Carriers, Navigation.
Telegraphs.	

VI. Internal Trade:

Grain.	Monthly Produce Bulletins.
Live Stock and Animal Products.	General (pending).
Prices (pending).	

VII. Finance:

Municipal Statistics (cities of 10,000 population and over).

VIII. Justice: Criminal Statistics.

IX. Education (pending)

X. Abstracts:

The Canada Year Book, 1919.	Bureau of Statistics Quarterly (pending).
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XI. Annual Report of Dominion Statistician.

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE BRANCH

CANADA



The Cathedral Square, Mexico City.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

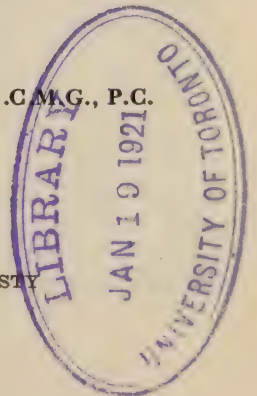


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa

Monday, January 17, 1921

No. 885

BRITISH MINISTRY OF FOOD AND CANADIAN BACON

Various statements have been cabled from the United Kingdom to Canadian newspapers indicating that the British Ministry of Food were unfairly discriminating against Canadian bacon. One London importing house, the A. J. Mills Co., was reported to have made the following statement:—

“We are forced to sell one hundred boxes of poor quality American bacon for the Government before being given the privilege of selling fifteen boxes of good Canadian bacon. The American bacon that we are getting now is miserable stuff, and the people are tired of it. The Canadian bacon is far superior, but we are allowed by the Food Ministry to handle it to the extent of only 15 per cent, and as a result your trade is being handicapped.”

The Canadian Trade Commissioner in London has received a letter from the British Ministry of Food dated December 15, as follows:—

“The statements alleged to have been made by a representative of Messrs. A. J. Mills & Co. are misleading. The Ministry of Food have at all times purchased the whole of the Canadian exportable surplus of bacon whereas purchases in the United States have been strictly limited. Consequently, it is the reverse of the fact to state that the Ministry is insisting that United States bacon should be given precedence in this market.

“The Ministry have paid for Canadian bacon throughout the present year a higher premium over United States bacon, whether represented in Canadian currency or in sterling than was at any time made by Canadian bacon on the free market here. The fact that the Ministry have sold Canadian bacon below its cost is, therefore, not a grievance to the producer, as any commercial buyer would be entitled to take the same course, and this action must increase and not decrease the demand for Canadian bacon.

“The statement that the Ministry ‘insist on dealers selling one hundred boxes of the Ministry’s bacon to fifteen boxes of Canadian bacon—thus holding the market for the inferior stock,’ is entirely misleading. The whole of the bacon, from whatever source, controlled by the Ministry, is issued to the trade through the distributing agents. In order that the initial distribution shall be absolutely fair as between agents, and in order that the wholesale and retail trade and the consumer may have an equal opportunity of sharing fairly in the distribution, every distributing agent throughout the country receives exactly the same percentage of each of the cuts, kinds and qualities of bacon distributed by the Ministry. If only 15 per cent of Canadian bacon were available for any week, it is true that each agent would receive 15 per cent of his total allotment in the form of Canadian bacon. The effect of this is to widen, and not to narrow, the market for Canadian bacon. Instead of being concentrated in London, where it was most liable to continental competition, Canadian bacon is now known in every part of Great Britain, and the outlet has been greatly increased.

“I am to add that it is an offence for a retailer to sell Canadian bacon as Irish bacon; that every wholesaler is required to state on his invoice the country of origin of any imported bacon he sells; and that at no time under control has any Canadian bacon been taken to Ireland or elsewhere to be recured and sold as Irish.”

BRITISH MINISTRY OF FOOD AND CANADIAN BUTTER

Mr. Harrison Watson, Canadian Government Trade Commissioner in London, England, has received from the British Ministry of Food the following statement regarding the removal of restrictions on the importation of butter:—

“The agent of the Ministry of Food in Canada is authorized to purchase first quality Canadian butter at a price equivalent to 300s. per cwt. c.i.f., which is the highest price being paid anywhere by the Ministry of Food for butter supplies. On the general question of the removal of restrictions on the importation of butter by private traders, I am to state that the general policy of the Ministry is to accelerate as much as possible the date on which all restrictions on the importation of foodstuffs may be removed. In the case of butter it is not anticipated that the restrictions can be removed before next spring.”

EXTENSION OF MORATORIUM IN CUBA

A cablegram received from Havana, Cuba, announces that the moratorium is to be extended until February 1, 1921.

MEXICO AS A FIELD FOR EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

I

Foreword

“Mexico is the treasure house from which will come the gold, silver, copper, and precious stones that will build the empires of to-morrow, and make the future cities of the world veritable Jerusalems.” Thus spoke Cecil Rhodes, the great Empire-builder, as he launched an ambitious campaign for the development of Mexican oilfields back in the early eighties of the last century. Rhodes, however, was some twenty or thirty years ahead of his time, and his efforts in Mexico met with failure. Even that man of vision could not conjure up this age of motor traction when those very oilfields are spouting rivers of “liquid gold” to turn the wheels and propellers that drive the commerce of the world on land and sea. Years ago Humboldt compared Mexico to “a beggar sitting on a bag of gold,” and this phrase very aptly describes the Mexico of to-day, except that the beggar is now realizing what he is sitting on, and is asking the passers-by not for alms but for assistance to turn his gold into food and raiment.

After nearly nine years of revolution and lawlessness, the entire Republic of Mexico is now at peace and busy at her work of reconstruction. Early in 1920 a foreigner resident in Mexico City did not consider it safe to ride into the mountains only twenty miles outside the city. In October, 1920, when the writer reached Mexico, a foreigner could travel anywhere in the Republic with entire safety. The Mexican people are utterly disgusted with their years of thieving and murderous revolutions, and desire peace above everything else. Even the bandit leaders have lost, as the Germans might express it, “the will to revolt,” and have quietly settled down to the peaceful pursuits of agriculture on lands granted them by the new benevolent Government.

It is the opinion of many men well acquainted with Mexico that the country is probably on the eve of the greatest period of prosperity in her history. Mexico's soil produces literally everything from coffee and cotton to wheat and pine lumber; her

mines have produced billions of dollars in nearly every precious metal and ore known to metallurgy, yet the surface has been little more than scratched; her oilfields produced over 80,000,000 barrels in 1919, and they are only on the eve of their development. No one really knows the extent of Mexico's natural resources, because they have never been adequately surveyed or estimated. The Republic of Mexico is like a business concern that is fundamentally sound but which has been mismanaged. In spite of these last nine years of revolution, the Republic's revenues in 1918 and in 1919 were greater than at any other similar periods in her history, while no country in the world had fewer bankruptcies per capita of population.

Of course so much depends on Mexico's new President (General Obregon) and the sort of men he gets around him to direct the affairs of state. It is generally conceded that General Obregon is a strong man who will crush any disturbances with an iron hand, and Mexico at the present juncture surely needs a man of iron to direct her destinies. There is also no doubt that the new Mexican Government are anxious to come to terms with foreign Governments with a view to securing their recognition,



"Zapatista" Revolutionary Officers in Mexico City, May, 1920.

and already foreign capital is receiving every encouragement to engage in Mexican enterprises. The fact cannot be overlooked, however, that the present Government of Mexico is really a military Government, in which all the military factions are not represented. Some well-informed people claim that attempts at revolution are bound to follow in due course and that in a few years, as the rival factions gain more followers, Mexico may suffer another period of deposed presidents and piratical bandits.

No one with the slightest knowledge of Mexico would attempt to prophesy what is going to happen next month or next year. A Mexican lady in a saturated mountain village near Vera Cruz was once asked by a traveller: "Does it rain here in summer as much as it does in winter?" "No hay reglas fijas!" ("There are no fixed rules") she replied with a shrug. Any foreigner having business with Mexico would do well to always keep in mind this consummate epitome, for it describes as clearly as a phrase could the great Republic of Mexico. There are no fixed rules.

The business man interested in export trade with Mexico might at first glance attach an unwarranted degree of importance to the fact that the Republic of Mexico contains a population of some 16,000,000 souls—that, apart from Spain herself, the Republic of Mexico is the most populous Spanish-speaking country in the world. The fact must be faced, however, that from the exporters' point of view the consuming public of Mexico probably does not exceed 3,000,000 people. The remainder are largely peons whose simple requirements are limited to an adobe hut, two or three cotton garments, a sombrero, the inevitable tortilla or pancake of corn meal, and a jug of pulque*—all produced in Mexico. In a country like Cuba, on the other hand, even the humblest labourer must eat imported rice and codfish and must wear cotton clothing manufactured abroad. It must be remembered that Mexico is practically a self-sustaining country, that produces herself nearly all the simple requirements, raw and manufactured, of the majority of her inhabitants.

Mexico is, however, a great *potential* market that offers a wide field for development and cultivation. As modern methods and education become more widespread in Mexico, even the most illiterate natives are beginning to buy such imported articles as sewing machines, enamelled ware, canned salmon, and modern agricultural tools and machinery. Given peace and enlightened government for the next few years, there will be not three million but twenty million people in Mexico to whom the exporter may expect to sell his goods. The world is now waking up to the latent possibilities in the resources and in the people of Mexico, and Europeans, Americans, and Japanese are now flocking to Mexico in ever-increasing numbers to spy out the land. It behoves Canadian business men who have goods saleable in Mexico to make their plans at once to exploit this great potential market, so that if peace and prosperity is to be the lot of Mexico they will not be found trailing after the enterprising spirits of other nations. Canada is well and favourably known amongst Mexican business men for her enterprise in founding banks, light, power, and mining companies for the development of Mexican resources. In a country where all foreigners are not popular, and where the personal equation counts for so much in business, the Canadian is personally well liked by the Mexican, and as a Britisher, his person and his property are respected by all classes. Given the primary essential of direct communication between Canadian and Mexican ports, Canada should be able to get her share of Mexican business.

Geography, Climate, and Population

AREA

The territory of the Republic of Mexico is situated between 14° 30' 42" and 32° 42' north latitude, the tropic of Cancer passing approximately through its centre. It is bounded on the north by the United States of America and on the south by British Honduras and the Republic of Guatemala. Mexico stretches like a huge distorted carrot some 3,126 kilometres in length along the Pacific and 1,226 kilometres in width in the north, down to the isthmus of Tehuantepec, at its most southern extremity measuring only 216 kilometres from Atlantic to Pacific. The area of the Republic has been calculated by the Almanac of Gotha at 1,987,201 square kilometres—approximately three-quarters of a million square miles, or some 50,000 square miles greater than the combined areas of Canada's three Prairie Provinces.

TOPOGRAPHY AND CLIMATE

Except for the flat dry tablelands in the north, Mexico is a mountainous country throughout almost its entire length and breadth. Both coasts develop steep declivities up to the great expansive central plateau. Mexico boasts some of the loftiest mountain peaks in the world. The sea-borne traveller to Vera Cruz while he is yet many leagues

* Pulque, the national drink of Mexico, is extracted from the maguey plant and is responsible for much insobriety in Mexico.

out in a sultry sea, gazes with longing at the snow-capped peak of Orizaba rearing his mighty head over 18,000 feet above sea level, while the golfer at Mexico City has as a background grim old Popocatepetl, recently in eruption, and the beautiful Ixtaccihuatl, rising some 17,000 feet above sea level, and both perpetually snowclad.

One may experience within the confines of the Republic of Mexico virtually every climate of the world. The coast lands are what the Mexican describes as *las tierras calientes* (the hot lands). This territory at sea level is very hot and moist, enjoys heavy tropical rains, and grows in great abundance every fruit or plant known to the tropics. As one ascends to the central tablelands, *las tierras templadas* (the temperate lands) are encountered at altitudes varying from 2,500 to 8,000 feet above sea level. In this territory the temperature rarely descends to freezing point, is warm by day and cool by night. Here are grown successfully such crops as cotton, coffee, and rice. *Las tierras frias*, or the cold lands, comprise those mountainous districts of Mexico over 8,000 feet above sea level, and portions of the north swept by cold winter blasts from Arizona and Texas. *Las tierras frias* are still warm by day, but at night the thin air may become quite cold and piercing during the winter months. On these lands are cultivated successfully all the grains grown in Canada. In the north of the Republic, however, owing to scanty rainfall, irrigation is required for successful grain crops, and this is easily obtainable from the numerous rivers intersecting the country.

POPULATION

The last official census of the Republic of Mexico, taken in 1895, placed the population of the country at that time at some 12,000,000 souls. In the last quarter century, however, the population has grown some 25 per cent, being calculated by competent authorities in 1918 at some 16,500,000. Of this total, it is estimated that about 3,000,000 are white, 8,000,000 mestizos or mixed, of white and Indian blood, and the remainder of pure Indian blood.

THE STATES OF MEXICO

As there will be occasion throughout this report to refer to the different states of the Republic, they are accordingly appended, together with area, estimated population, and leading cities. As the capitals are generally representative of their states, their respective heights above sea level are given so that the reader may at a glance form a rough idea of the nature of their products in accordance with the general classification noted of hot, temperate, and cold lands.

*State	Area in square kilometres	Population	Leading Cities	Population	Height above sea level in feet
Aguas Calientes	7,962	120,511	Aguas Calientes	45,198	5,950
Campeche	46,855	86,661	Campeche	16,775	Seaport
Coahuila	165,219	332,093	{ Saltillo	17,000	4,900
			{ Torreón	14,000	—
			{ Colima	75,148	1,560
Colima	5,887	77,704	{ Manzanillo . . . . .	.....	Seaport
			Durango	35,763	6,500
Durango	109,495	403,175	{ Guanajuato	35,147	6,330
Guanajuato	28,363	1,081,651	{ Leon	63,000	—
Hidalgo	22,373	646,551	Pachua	39,900	7,500
Jalisco	86,752	1,208,855	Guadalajara	119,468	4,650
Mexico	23,909	989,510	Toluca	31,023	8,200
Michoacán	58,594	991,880	Morelia	40,042	6,000
Nayarit	28,371	171,173	Tepic	16,778	2,800
Nuevo Leon	64,838	365,150	Monterrey	78,528	2,200
Puebla	33,653	1,101,600	Puebla	96,121	6,700
Queretaro	11,638	244,663	Queretaro	32,062	6,000
San Luis Potosí	62,177	627,800	San Luis Potosí	68,022	5,850
Sinaloa	71,380	323,542	{ Culiacán	13,527	160
			{ Mazatlán	18,000	Seaport
Sonora	194,496	191,281	{ Hermosillo	14,578	630
			{ Guaymas	9,000	—

* These figures are compiled from reports published in 1920 by the National Chamber of Commerce of the City of Mexico.

NOTE.—1 square kilometre is equal to .385 square mile.

THE STATES OF MEXICO.—*Concluded.*

State	Area in square kilometres	Population	Leading Cities	Population	Height above sea level in feet
Tlaxcala.. . . .	3,974	184,171	Tlaxcala	2,812	6,980
			Córdoba	10,295	4,000
Veracruz.. . . .	72,216	1,123,859	Jalapa	25,000	—
			Vera Cruz	35,000	Seaport
			Orizaba	33,000	—
Yucatan.. . . .	41,287	339,613	Mérida	62,447	32
			Progreso.. . . .	5,000	Seaport
Zacatecas	63,386	477,556	Zacatecas.. . . .	25,900	7,500
Chiapas.. . . .	71,302	438,843	Tuxtla Gutierrez. . .	10,217	1,500
Chihuahua.. . . .	233,215	405,707	Chihuahua.	39,061	4,200
Guerrero.. . . .	65,840	605,437	Chilpancingo.. . . .	7,848	3,700
			Acapulco.. . . .	5,000	Seaport
Morelos.. . . .	7,082	179,814	Cuernavaca.. . . .	12,668	4,300
Oaxaca.. . . .	92,442	1,041,035	Oaxaca.	37,469	4,350
Tabasco.. . . .	28,811	187,514	Villahermosa.. . . .	.....	74
Tamaulipas.. . . .	83,597	249,641	Ciudad Victoria . . .	17,861	1,500
			Tampico.. . . .	100,000	Seaport
Federal District	1,499	.....	Mexico City.. . . .	720,753	7,000
Territory of Quintana Roo.. . . .	49,914	9,109	Santa Cruz.. . . .	.....	Seaport
Territory of Lower California.. . . .	151,109	52,272	Le Paz.. . . .	5,000	Seaport

TRADE OF NEWFOUNDLAND IN 1920

TRADE COMMISSIONER W. B. NICHOLSON

St. John's, December 16, 1920.—Newfoundland's total trade for the fiscal year ended June 30, 1920, exceeded that of the previous year by \$5,317,026. The imports amounted to \$40,533,388, and the total exports to \$34,865,438.

An outstanding feature of the importations is the remarkable increase of \$5,989,854 in Canada's trade, the total for the year being \$18,767,238. Importations from the United Kingdom increased from \$2,399,853 in 1919 to \$4,637,074, while importations from the United States in the same period decreased by nearly \$2,000,000, the exact figures being \$1,955,169.

Exports of the products of Newfoundland decreased from \$36,318,515 to \$34,323,556, and is the first adverse trade balance since 1914.

The following table compiled from the customs returns for the year 1919—the latest published—embraces practically every commodity imported from the principal competing countries for which there is likely to be a market in Newfoundland, and should be of value to Canadian exporters for reference purposes. A surtax of 10 per cent should be added to the duty:—

Articles	Countries	Value	Duty
Aerated water—			
	United Kingdom.. . . .	\$ 2,138	40 per cent
	Canada.. . . .	22,723	
	United States.. . . .	8,331	
Acid—			
	United Kingdom.. . . .	1,100	35 per cent
	Canada.. . . .	1,767	
	United States.. . . .	4,131	
Ale, beer, porter, etc.—			
	United Kingdom.. . . .	2,570	80 c. per gal.
	Canada.. . . .	75	
Anchovies, sardines, etc.—			
	United Kingdom.. . . .	94	35 per cent
	Canada.. . . .	19,749	
	United States.. . . .	56,624	
	France.. . . .	35	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value \$	Duty
Animals—			
Oxen, cows and horses—			
	Canada.. . . .	247,782	20 per cent
	United States.. . . .	1,778	
Sheep, calves and pigs—			
	Canada.. . . .	9,239	\$1 each
Lambs and pigs—			
	Canada.. . . .	4,977	50 c. each
	United States.. . . .	25	
	British West Indies.. . . .	15	
Apples: Green—			
	Canada.. . . .	88,655	50 c. per brl.
	United States.. . . .	24,521	
Apples: Dried—			
	Canada.. . . .	15,984	2 c. per lb.
	United States.. . . .	13,316	
Asbestos—			
	Canada.. . . .	1,717	35 per cent
	United States.. . . .	1,055	
Baths—			
	United Kingdom.. . . .	820	40 per cent
	Canada.. . . .	4,191	
Beans—			
	Canada.. . . .	87,449	$\frac{1}{2}$ c. per lb.
	United States.. . . .	49,128	
	Japan.. . . .	398	
	Portugal.. . . .	120	
Belting—			
	Canada.. . . .	15,524	10 per cent
	United States.. . . .	18,176	
Bicycles—			
	United Kingdom.. . . .	62	40 per cent
	Canada.. . . .	748	
	United States.. . . .	1,250	
	Portugal.. . . .	20	
	Spain.. . . .	5	
Billiard tables—			
	United Kingdom.. . . .	174	40 per cent
	Canada.. . . .	859	
	United States.. . . .	60	
Biscuits—			
Soda, butter—			
	United Kingdom.. . . .	32	2 c. per lb.
	Canada.. . . .	2,161	
	United States.. . . .	25	
Fancy and bread—			
	United Kingdom.. . . .	931	40 per cent
	Canada.. . . .	10,680	
	United States.. . . .	1,313	
Blocks and sheaves—			
	Canada.. . . .	5,980	40 per cent
	United States.. . . .	3,671	
Blocks and sheaves of Galv. iron—			
	United Kingdom.. . . .	26	30 per cent
	Canada.. . . .	2,409	
	United States.. . . .	4,980	
Brick—			
Stock or common—			
	Canada.. . . .	1,672	\$2.50 M and 30 per cent
Facing and fire—			
	United Kingdom.. . . .	1,351	20 per cent
	Canada.. . . .	958	
	United States.. . . .	195	
Brin—			
	United Kingdom.. . . .	2,732	10 per cent
	Canada.. . . .	8,983	
	United States.. . . .	13,738	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Brooms and whisks—		\$	
Canada.. . . .		2,080	50 per cent
United States.. . . .		194	
Broom handles—			
Canada.. . . .		442	20 per cent
United States.. . . .		2	
Brushes—			
United Kingdom.. . . .		689	40 per cent
Canada.. . . .		13,670	
United States.. . . .		9,579	
Butter—			
Canada.. . . .		218,627	3½ c. per lb.
United States.. . . .		4,997	
Butterine and Oleo.—			
United Kingdom.. . . .		857	3½ c. per lb.
Canada.. . . .		117	
United States.. . . .		87	
Cabbage—			
Canada.. . . .		2,124	½ c. per lb.
United States.. . . .		8,679	
Cabbage—			
Canada.. . . .		3,666	1 c. per lb.
United States.. . . .		11,516	
Cabinetware—			
United Kingdom.. . . .		575	40 per cent
Canada.. . . .		97,322	
United States.. . . .		63,930	
British West Indies.. . . .		68	
Portugal.. . . .		635	
Spain.. . . .		13	
Cake—			
Canada.. . . .		4,792	7 c. lb.
Candles—			
United Kingdom.. . . .		264	3 c. lb.
Canada.. . . .		1,545	
United States.. . . .		53	
Canoes, boats, etc.—			
United Kingdom.. . . .		588	35 per cent
Canada.. . . .		1,823	
United States.. . . .		468	
Cans—			
Canada.. . . .		5,115	40 per cent
United States.. . . .		1,968	
Canvas—			
Sails and tarpaulins—			
United Kingdom.. . . .		2,766	5 per cent
Canada.. . . .		97,694	
United States.. . . .		55,141	
Canvas—			
United Kingdom.. . . .		4,282	35 per cent
Canada.. . . .		83	
United States.. . . .		2,659	
Carriages—			
Canada.. . . .		693	\$10 each and 40 per cent
United States.. . . .		202	
Canada.. . . .		114	\$20 each and 40 per cent
United States.. . . .		320	
Bodies, etc.—			
Canada.. . . .		198	50 per cent
United States.. . . .		6	
Wheelbarrows, etc.—			
Canada.. . . .		31	35 per cent
United States.. . . .		179	
Carriage wheels—			
Canada.. . . .		2,015	35 per cent
United States.. . . .		519	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Carriages—<i>Con.</i>			
Carriage rubber tires—			
	Canada.. . . .	\$ 993	20 per cent
	United States.. . . .	1,713	
Carriage spokes—			
	Canada.. . . .	3,897	20 per cent
	United States.. . . .	569	
	Canada.. . . .	951	50 per cent
	United States.. . . .	217	
Whitewood, etc.—			
	Canada.. . . .	404	\$2 per M
	United States.. . . .	191	
Carriage bows, springs, axles, bolts, etc.—			
	United Kingdom.. . . .	667	30 per cent
	Canada.. . . .	3,863	
	United States.. . . .	3,721	
Herring barrels—			
	United Kingdom.. . . .	8,731	25 c. each
	Canada.. . . .	.....
Cast iron pipe—			
	Canada.. . . .	306	35 per cent
	United States.. . . .	3,103	
Cement—			
	Canada.. . . .	15,067	25 per cent
	United States.. . . .	34,338	
Cheese—			
	Canada.. . . .	126,371	3½ c. per lb.
	United States.. . . .	15,188	
Chewing gum—			
	Canada.. . . .	37,484	40 per cent
	United States.. . . .	3,731	
Chicory—Roasted—			
	Canada.. . . .	68	3 c. per lb.
	United States.. . . .	227	
China and earthenware—			
	United Kingdom.. . . .	53,624	40 per cent
	Canada.. . . .	5,952	
	United States.. . . .	11,117	
	Japan.. . . .	6,052	
	Portugal.. . . .	26	
Cider—			
	Canada.. . . .	257	20 c. per gal.
	United States.. . . .	275	
Clocks, watches, etc.—			
	United Kingdom.. . . .	3,024	35 per cent
	Canada.. . . .	3,241	
	United States.. . . .	34,112	
	Portugal.. . . .	15	
	Switzerland.. . . .	245	
Coal—			
	United Kingdom.. . . .	2,071	70 c. per ton.
	Canada.. . . .	456,759	
	United States.. . . .	32,852	
Coal—			
	Canada.. . . .	506,841	50 c. per ton.
	United States.. . . .	1,605	
Coal—			
	United Kingdom.. . . .	60,000	\$1 per ton.
	Canada.. . . .	557	
	United States.. . . .	34,343	
Coffee—Roasted—			
	United Kingdom.. . . .	48	7 c. per lb.
	Canada.. . . .	4,040	
	United States.. . . .	10,905	
Extract—			
	United Kingdom.. . . .	1,937	30 per cent
	Canada.. . . .	2,321	
	United States.. . . .	1,501	
Combs—			
	United Kingdom.. . . .	2,927	40 per cent
	Canada.. . . .	888	
	United States.. . . .	13,044	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Confectionery—		\$	
	United Kingdom.. . . .	1,817	\$6.50 per 100
	Canada.. . . .	224,010	
	United States.. . . .	85,626	
Confectionery—			
	United Kingdom.. . . .	94	40 per cent
	Canada.. . . .	1,295	
	United States.. . . .	1,065	
Cordage—			
	United Kingdom.. . . .	8,167	1½ c. per lb.
	Canada.. . . .	23,923	
	United States.. . . .	24,799	
Clothes lines, etc.—			
	United Kingdom.. . . .	97	40 per cent
	Canada.. . . .	11	
	United States.. . . .	504	
Corks and corkwood—			
	United Kingdom.. . . .	1,323	10 per cent
	Canada.. . . .	9,868	
	United States.. . . .	8,697	
	British West Indies.. . . .	46	
	Portugal.. . . .	2,517	
Cotton fabrics—			
	United Kingdom.. . . .	142,856	35 per cent
	Canada.. . . .	43,832	
	United States.. . . .	592,069	
Dry goods—			
	United Kingdom.. . . .	136,361	35 per cent
	Canada.. . . .	302,477	
	United States.. . . .	550,774	
	France.. . . .	74	
	Japan.. . . .	75	
	Portugal.. . . .	2	
Dories and dory cars—			
	Canada.. . . .	23,081	20 per cent
	United States.. . . .	7,582	
	Spain.. . . .	35	
Drain pipes—			
	United Kingdom.. . . .	1,150	30 per cent
	Canada.. . . .	2,329	
	United States.. . . .	838	
Eggs—			
	Canada.. . . .	37,020	5 c. per doz.
	United States.. . . .	1,424	
Explosives, gun powder—			
	Canada.. . . .	11,934	35 per cent
Fancyware—			
	United Kingdom.. . . .	8,525	40 per cent
	Canada.. . . .	7,232	
	United States.. . . .	55,447	
	Japan.. . . .	4,466	
	Portugal.. . . .	9	
	St. Pierre.. . . .	43	
Feathers—			
	Canada.. . . .	105	7 c. per lb.
	United States.. . . .	3,333	
	Portugal.. . . .	168	
	St. Pierre.. . . .	8	
Findings for boots and shoes—			
	United Kingdom.. . . .	527	25 per cent
	Canada.. . . .	3,212	
	United States.. . . .	16,380	
Fireworks—			
	Canada.. . . .	15	40 per cent
	United States.. . . .	230	
Flagstones and building stones undressed—			
	Canada.. . . .	3,020	30 per cent
	United States.. . . .	9,177	
Flannels, serges, etc.—			
	United Kingdom.. . . .	92,583	35 per cent
	Canada.. . . .	7,665	
	United States.. . . .	22,944	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Flour—		\$	
	United Kingdom.. . . .	55	25 c. per brl.
	Canada.. . . .	2,846,421	
	United States.. . . .	10,777	
Freestone—			
	Canada.. . . .	68	50 per cent
	United States.. . . .	732	
Fruit—			
Oranges, lemons, grapes, etc.—			
	United Kingdom.. . . .	90	15 per cent
	Canada.. . . .	25,731	
	United States.. . . .	104,658	
	British West Indies.. . . .	848	
	Portugal.. . . .	9	
	Spain.. . . .	437	
Dried	currants, raisins, etc.—		
	United Kingdom.. . . .	122	3 c. per lb.
	Canada.. . . .	7,185	
	United States.. . . .	207,020	
	Portugal.. . . .	38	
	Spain.. . . .	325	
Preserved—			
	Canada.. . . .	5,998	35 per cent
	United States.. . . .	57,764	
Furs—gloves, mitts, jackets, etc.—			
	United Kingdom.. . . .	3,063	45 per cent
	Canada.. . . .	30,869	
	United States.. . . .	7,899	
Glassware—			
Common, colourless window—			
	United Kingdom.. . . .	48	30 per cent
	Canada.. . . .	2,956	
	United States.. . . .	36,334	
Empty bottles for manufacturers use—			
	Canada.. . . .	11,576	30 per cent
	United States.. . . .	6,798	
Plate glass, silvered glass, etc.—			
	United Kingdom.. . . .	2,205	40 per cent
	Canada.. . . .	9,160	
	United States.. . . .	55,207	
Gold leaf and gold liquid paint—			
	United Kingdom.. . . .	279	35 per cent
	Canada.. . . .	73	
	United States.. . . .	1,507	
Grindstones, scythes and sharpening stones—			
	United Kingdom.. . . .	1,087	30 per cent
	Canada.. . . .	1,069	
	United States.. . . .	2,039	
Groceries—			
Buckwheat, etc.—			
	Canada.. . . .	764	1 c. per lb.
	United States.. . . .	1,565	
Cocoa and chocolate, etc.—			
	United Kingdom.. . . .	512	2 c. per lb.
	Canada.. . . .	6,898	and 30 per cent
	United States.. . . .	11,493	
Lime juice, fruit syrup, spices, pickles, baking powder, etc.—			
	United Kingdom.. . . .	24,409	35 per cent
	Canada.. . . .	153,351	
	United States.. . . .	210,649	
	British West Indies.. . . .	102	
	China.. . . .	22	
	Spain.. . . .	51	
Condensed milk—			
	Canada.. . . .	62,311	2 c. per lb.
	United States.. . . .	104,680	
Hair cloth—			
	United Kingdom.. . . .	1,307	30 per cent
	Canada.. . . .	9,186	
	United States.. . . .	2,958	
Hats and caps—			
	United Kingdom.. . . .	39,393	40 per cent
	Canada.. . . .	55,278	
	United States.. . . .	120,059	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Hardware—			
Adzes, axes, hatchets, saws, edge tools, etc.—			
	United Kingdom..	5,759	25 per cent
	Canada..	52,011	
	United States..	73,376	
Knives, cutlery, skates, safes, cash registers, guns, rifles—			
	United Kingdom..	25,681	35 per cent
	Canada..	134,823	
	United States..	332,622	
	British West Indies..	1	
	Norway..	690	
	Portugal..	16	
	Sweden..	6	
Anchors, chains, fish hooks, etc.—			
	United Kingdom..	80,359	10 per cent
	Canada..	60,508	
	United States..	101,211	
	Norway..	21,585	
Fencing of iron and steel—			
	Canada..	77	40 per cent
	United States..	12	
Boiler, tinsmith and cooper's rivets—			
	United Kingdom..	2,465	20 per cent
	Canada..	6,160	
	United States..	2,646	
Harness—			
Saddlery of all descriptions—			
	United Kingdom..	581	40 per cent
	Canada..	1,871	
	United States..	6,884	
Findings—			
	United Kingdom..	2,185	25 per cent
	Canada..	861	
	United States..	2,001	
Hay—			
	Canada..	120,124	\$3 per ton
	United States..	772	
Hoop iron—			
	United Kingdom..	23,859	5 per cent
	Canada..	23,998	
	United States..	40,437	
Hops—			
	Canada..	64	10 per cent
	United States..	4,447	
Indian or cornmeal, bolted or granulated—			
	Canada..	72,386	20 c. per brl.
	United States..	248,505	
India-rubber boots, shoes, etc.—			
	United Kingdom..	20,051	40 per cent
	Canada..	175,594	
	United States..	326,694	
Iron in bars and sheets—			
	United Kingdom..	2,253	10 per cent
	Canada..	48,737	
	United States..	56,415	
Iron and steel railway bars and fittings—			
	Canada..	3,234	30 per cent
	United States..	8,071	
Iron and steel bridge columns—			
	Canada..	43,781	20 per cent
	United States..	4,822	
Iron-tubing, wrought or steel—			
	Canada..	18,326	10 per cent
	United States..	14,652	
Jams, jellies and preserves—			
	United Kingdom..	39	6 c. and 35 per cent
	Canada..	12,245	
	United States..	4,075	
	British West Indies..	29	
Jewellery, silverware, etc.—			
	United Kingdom..	5,367	40 per cent
	Canada..	15,292	
	United States..	33,711	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Knife brick polish of all kinds, washing soda, etc.—		\$	
	United Kingdom.. . . .	4,351	35 per cent
	Canada.. . . .	10,609	
	United States.. . . .	36,514	
Lard—Lard compound and cottolene—			
	Canada.. . . .	4,202	30 per cent
	United States.. . . .	3,813	
Leather—			
Sole—			
	Canada.. . . .	29,117	20 per cent
	United States.. . . .	184,386	
Rough, undressed for dressing—			
	Canada.. . . .	11,375	3 c. per lb.
	United States.. . . .	16,826	
Upper, japanned, patent—			
	United States.. . . .	11,069	20 per cent
Upper, japanned, patent, etc.—			
	United Kingdom.. . . .	45	30 per cent
	Canada.. . . .	8,576	
	United States.. . . .	124,277	
Harness and morocco—			
	United Kingdom.. . . .	140	25 per cent
	Canada.. . . .	7,085	
	United States.. . . .	1,792	
Board and leatheroid—			
	Canada.. . . .	57	30 per cent
	United States.. . . .	2,892	
Leatherware—			
	United Kingdom.. . . .	4,020	40 per cent
	Canada.. . . .	26,002	
	United States.. . . .	492,972	
Lime—			
	Canada.. . . .	494	15 c. per bu.
Lime juice—			
	United Kingdom.. . . .	17	60 c. per gal.
	Canada.. . . .	.....
Locomotives and parts—			
	United Kingdom.. . . .	801	30 per cent
	Canada.. . . .	737	
	United States.. . . .	2,668	
Automobiles, motor cycles and parts—			
	United Kingdom.. . . .	1,090	45 per cent
	Canada.. . . .	23,370	
	United States.. . . .	208,314	
Lumber for dories—			
	Canada.. . . .	1,698	\$1 per M
Rough—			
	Canada.. . . .	46,133	\$4 per M
	United States.. . . .	2,810	
	Portugal.. . . .	7	
Dressed—			
	Canada.. . . .	28,180	\$5 per M
	United States.. . . .	4,429	
Oak, pitch pine, elm, beech, etc.—			
	Canada.. . . .	2,186	\$1 per M
	United States.. . . .	10,029	
	British West Indies.. . . .	168	
Laths and shingles—			
	Canada.. . . .	6,202	60 c. per M
	United States.. . . .	5	
Machines and machinery—			
Radiators, electrical material, etc.—			
	United Kingdom.. . . .	5,075	35 per cent
	Canada.. . . .	26,946	
	United States.. . . .	83,932	
Typewriters, sewing and knitting machines—			
	United Kingdom.. . . .	51,633	25 per cent
	Canada.. . . .	94,164	
	United States.. . . .	232,032	
Card wool cards, spinning, wheels, steel propellers, etc.—			
	United Kingdom.. . . .	2,957	10 per cent
	Canada.. . . .	7,118	
	United States.. . . .	24,142	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Mastpieces and spars, dressed and undressed—		\$	
	Canada.. . . .	17,689	10 per cent
	United States.. . . .	1,234	
Matches—			
	Canada.. . . .	23,955	40 per cent
	United States.. . . .	977	
	Sweden.. . . .	949	
Meats—			
Canned, corn beef, corn beef hash, luncheon, etc.—			
	Canada.. . . .	387	½ c. per oz.
	United States.. . . .	84,613	
Preserved—			
	United Kingdom.. . . .	40	35 per cent
	Canada.. . . .	371	
	United States.. . . .	42,179	
Fresh—			
	Canada.. . . .	196,396	2 c. per lb.
	United States.. . . .	140	
Poultry and game—			
	Canada.. . . .	32,909	3 c. per lb.
	United States.. . . .	.....
Sausages—			
	Canada.. . . .	3,045	5 c. per lb.
	United States.. . . .	11,278	
Bacon, hams, tongues and beef, smoke cured—			
	Canada.. . . .	7,069	3 c. per lb.
	United States.. . . .	.....	and 10 per cent
Hams and tongues, dry salted or pickled—			
	Canada.. . . .	36,527	2 c. per lb.
	United States.. . . .	147,724	
Dry salted—			
	Canada.. . . .	9,485	1 c. per lb.
	United States.. . . .	11,606	
Beef salted in barrels—			
	Canada.. . . .	50,750	\$1 per brl.
	United States.. . . .	820,412	
Pigs' heads, hocks, feet, and ribs—			
	Canada.. . . .	10,810	\$1 per brl.
	United States.. . . .	.....
Pigs' jowl and tongues—			
	Canada.. . . .	2,945	\$1.50 per brl.
	United States.. . . .	6,782	
Pork, mess, family and rump—			
	Canada.. . . .	45,361	\$1.50 per brl.
	United States.. . . .	1,258,605	
Pork, belly, back, family mess—			
	Canada.. . . .	653	\$2 per brl.
	United States.. . . .	5,306	
Medicine—			
	United Kingdom.. . . .	29,333	30 per cent.
	Canada.. . . .	176,406	
	United States.. . . .	73,902	
Surgical and dental instruments—			
	United Kingdom.. . . .	269	25 per cent.
	Canada.. . . .	1,327	
	United States.. . . .	831	
Motor engines—			
	Canada.. . . .	31,647	25 per cent.
	United States.. . . .	127,514	
Motor engines for—			
	Canada.. . . .	199,863	10 per cent.
	United States.. . . .	267,431	
	Spain.. . . .	145	
Nails—			
Cut, pressed and wire—			
	United Kingdom.. . . .	283	1c. per lb.
	Canada.. . . .	5,338	
	United States.. . . .	5,503	
Shoe tacks, brads, sprigs and shoe nails—			
	United Kingdom.. . . .	555	½c. per lb.
	Canada.. . . .	3,829	
	United States.. . . .	11,142	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Nails— <i>Con.</i>			
Wrought, hand-made and horseshoe—			
	United Kingdom.. . . .	\$ 4,043	3c. per lb.
	Canada.. . . .	22,200	
	United States.. . . .	26,042	
Netting, traps, etc., for fishing—			
	United Kingdom.. . . .	39,166	20 per cent.
	Canada.. . . .	12,131	
	United States.. . . .	128,621	
Oakum—			
	United Kingdom.. . . .	8,459	1c. per lb.
	Canada.. . . .	3,903	
Oatmeal and rolled oats—			
	United Kingdom.. . . .	1,187	20c. per 100.
	Canada.. . . .	350,599	
	United States.. . . .	44,713	
Oats—			
	Canada.. . . .	368,171	5c. per bush.
	United States.. . . .	121,817	
Oiled clothes—			
	United Kingdom.. . . .	17	30 per cent.
	Canada.. . . .	18,708	
	United States.. . . .	47,336	
Oils—			
Kerosene—			
	Canada.. . . .	48,490	5c. per gal.
	United States.. . . .	349,166	
Gasolene, naphtha, benzine, etc.—			
	United Kingdom.. . . .	540	6c. per gal.
	Canada.. . . .	78,720	
	United States.. . . .	311,287	
Lubricating, in bottles—			
	Canada.. . . .	109	25 per cent.
	United States.. . . .	1,470	
Lubricating—			
	United Kingdom.. . . .	544	8c. per gal.
	Canada.. . . .	24,007	
	United States.. . . .	61,646	
Essential, axle grease, etc.—			
	United Kingdom.. . . .	1,272	25 per cent.
	Canada.. . . .	673	
	United States.. . . .	7,444	
	Portugal.. . . .	12	
Linseed, spirits of turpentine, etc.—			
	United Kingdom.. . . .	9,192	15 per cent.
	Canada.. . . .	73,089	
	United States.. . . .	162,684	
Paints, whitening, glue, varnish, dryers, etc.—			
	United Kingdom.. . . .	1,696	30 per cent.
	Canada.. . . .	121,135	
	United States.. . . .	141,634	
Paper hangings and borderings—			
	United Kingdom.. . . .	2,529	35 per cent.
	Canada.. . . .	70,291	
	United States.. . . .	42,689	
Peas—			
Round—			
	Canada.. . . .	35,206	50 c. per brl.
	United States.. . . .	10,314	
Split, dried and green—			
	Canada.. . . .	45,225	½ c. per lb.
	United States.. . . .	19,764	
Perfumery—			
	United Kingdom.. . . .	2,382	40 per cent.
	Canada.. . . .	9,982	
	United States.. . . .	21,103	
Pianofortes, organs, phonographs, etc.—			
	United Kingdom.. . . .	66	40 per cent.
	Canada.. . . .	17,395	
	United States.. . . .	47,970	
	Japan.. . . .	580	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Potatoes—		\$	
	United Kingdom.. . . .	14	10 c. per bush.
	Canada.. . . .	102,278	
	United States.. . . .	5,622	
Readymades, collars, cuffs, etc.—			
	United Kingdom.. . . .	139,246	45 per cent
	Canada.. . . .	101,562	
	United States.. . . .	633,467	
	Japan.. . . .	240	
Rice—			
	Canada.. . . .	71,623	½ c. per lb.
	United States.. . . .	8,579	
Salt, dairy and table—			
	United Kingdom.. . . .	1,340	10 per cent
	Canada.. . . .	8,649	
	United States.. . . .	2,107	
Smallwares—			
Dressed feathers, ribbons, velvet, lace, etc.—			
	United Kingdom.. . . .	115,673	40 per cent
	Canada.. . . .	123,036	
	United States.. . . .	156,108	
	Japan.. . . .	36,366	
	Switzerland.. . . .	1,667	
Sewing cotton, thread, buttons, shoe laces, etc.—			
	United Kingdom.. . . .	72,077	25 per cent
	Canada.. . . .	14,886	
	United States.. . . .	72,149	
Soaps—			
Toilet, etc.—			
	United Kingdom.. . . .	20,951	40 per cent
	Canada.. . . .	8,539	
	United States.. . . .	23,320	
Common or laundry—			
	United Kingdom.. . . .	92,892	2 c. per lb.
	Canada.. . . .	26,858	
	United States.. . . .	43,164	
Powders—			
	United Kingdom.. . . .	6,246	40 per cent
	Canada.. . . .	1,090	
	United States.. . . .	3,546	
Spirits—Methylated—			
	United Kingdom.. . . .	492	50 per cent
	Canada.. . . .	9,970	
	United States.. . . .	4,151	
	British West Indies.. . . .	138	
Writing, wrapping, tarred and toilet paper—			
	United Kingdom.. . . .	13,303	35 per cent
	Canada.. . . .	125,948	
	United States.. . . .	123,845	
Stationery—			
Copy books, slates for schools—			
	United Kingdom.. . . .	1,179	10 per cent
	Canada.. . . .	370	
	United States.. . . .	3,673	
Printed music—			
	United Kingdom.. . . .	218	10 per cent
	Canada.. . . .	9,147	
	United States.. . . .	12,045	
Advertising and printed matter, playing cards, etc.—			
	United Kingdom.. . . .	854	50 per cent
	Canada.. . . .	18,798	
	United States.. . . .	12,531	
Steel—			
Mild—			
	United Kingdom.. . . .	390	10 per cent
	Canada.. . . .	70,453	
	United States.. . . .	40,753	
Blister and Chrome—			
	United Kingdom.. . . .	103	30 per cent
	Canada.. . . .	900	
	United States.. . . .	26	

TRADE OF NEWFOUNDLAND IN 1920.—*Continued.*

Articles	Countries	Value	Duty
Stoves—		\$	
	Canada.. . . .	31,903	35 per cent
	United States.. . . .	3,353	
Sugar—			
Granulated, white or yellow—			
	Canada.. . . .	287,386	1½ c.
	United States.. . . .	612,209	
	British West Indies.. . . .	142,547	
Loaf, cut loaf, cube, etc.—			
	Canada.. . . .	2,174	3 c. per lb.
	United States.. . . .	2,148	
Tar—			
	United Kingdom.. . . .	2,916	15 per cent
	Canada.. . . .	26,171	
	United States.. . . .	17,758	
Tea—			
	United Kingdom.. . . .	6,291	5 c. per lb.
	Canada.. . . .	128,731	
	United States.. . . .	86,992	
	Ceylon.. . . .	182,434	
	China.. . . .	4	
	India.. . . .	900	
Timber—			
	Canada.. . . .	20,431	60 c. per ton.
	United States.. . . .	5,319	
Tinware—Agate, granite, steel, holloware, etc.—			
	United Kingdom.. . . .	1,767	45 per cent
	Canada.. . . .	72,363	
	United States.. . . .	36,347	
Tobacco—			
Manufactured—			
	United Kingdom.. . . .	4,021	40 c. per lb.
	Canada.. . . .	4,157	
	United States.. . . .	75,614	
	China.. . . .	4	
	Portugal.. . . .	9	
	Spain.. . . .	44	
Cigars—			
	United Kingdom.. . . .	517	\$2 per lb. and 15 per cent
	Canada.. . . .	3,733	
	United States.. . . .	6,284	
	British West Indies.. . . .	19,560	
	French West Indies.. . . .	2,329	
	Spain.. . . .	7	
Cigarettes—			
	United Kingdom.. . . .	6,258	\$5 per lb.
	Canada.. . . .	357	
	United States.. . . .	2,217	
	Spain.. . . .	4	
Tweeds, cloths, doeskins, etc.—			
	United Kingdom.. . . .	224,142	35 per cent
	Canada.. . . .	33,709	
	United States.. . . .	146,967	
Twines for sailmaking—			
	United Kingdom.. . . .	853	30 per cent
	Canada.. . . .	10,627	
	United States.. . . .	10,865	
Vegetables—			
Turnips, beet, parsnips—			
	Canada.. . . .	6,986	20 c. per bush
	United States.. . . .	5,750	
Onions, squashes, cucumber, etc.—			
	United Kingdom.. . . .	119	30 per cent
	Canada.. . . .	8,998	
	United States.. . . .	35,488	
	Portugal.. . . .	4,220	
	Spain.. . . .	213	
Vinegar, in casks—			
	United Kingdom.. . . .	147	15 c. per gal.
	Canada.. . . .	1,036	
	United States.. . . .	92	

TRADE OF NEWFOUNDLAND IN 1920.—*Concluded*

Articles	Countries	Value	Duty
Vinegar, in casks— <i>Con.</i>			
In bottles—		\$	
United Kingdom.. . . .		343	30 per cent
Canada.. . . .		2,819	
United States.. . . .		671	
Window shades—			
United Kingdom.. . . .		3,414	40 per cent
Canada.. . . .		16,323	
United States.. . . .		8,594	
Women's dress goods, coat linings, winceys, etc.—			
United Kingdom.. . . .		150,835	35 per cent
Canada.. . . .		14,986	
United States.. . . .		119,065	
Woodware—			
Pails, washboards, fishing rods, etc.—			
United Kingdom.. . . .		867	40 per cent
Canada.. . . .		12,151	
United States.. . . .		28,427	
British West Indies.. . . .		37	
Japan.. . . .		64	
Hoops for masts, excelsior for mattresses—			
United Kingdom.. . . .		200	20 per cent
Canada.. . . .		2,222	
United States.. . . .		3,772	
Agricultural implements—			
United Kingdom.. . . .		5,760	10 per cent
Canada.. . . .		15,546	
United States.. . . .		7,534	
Sweden.. . . .		127	
Machinery for mining purposes—			
United Kingdom.. . . .		18,495	10 per cent
Canada.. . . .		301,303	
United States.. . . .		219,301	
Oil cake, meal and cattle feed—			
Canada.. . . .		72,802	10 c. per lb.
United States.. . . .		174,106	
Plants, trees, shrubs and seeds for agricultural purposes—			
United Kingdom.. . . .		3,079	10 per cent
Canada.. . . .		11,654	
United States.. . . .		4,647	
Holland.. . . .		529	
Printing material, presses, types, etc.—			
United Kingdom.. . . .		11	10 per cent
Canada.. . . .		9,858	
United States.. . . .		47,025	
Sausage casings—			
Canada.. . . .		4,894	10 per cent
United States.. . . .		5,925	

The following table shows the value of the imports and exports of Newfoundland from and to each country for the fiscal year ending June 30th last:—

Countries	Imports Therefrom	Total Exports	Countries	Imports Therefrom	Total Exports
United Kingdom ..	\$ 4,637,074	\$ 6,411,967	Greece	85,029	1,072,129
Canada.. . . .	18,767,238	2,602,859	Holland.. . . .	8,795	120
Australia		294,825	Italy.. . . .	738	1,671,082
British W. Indies..	987,231	1,103,930	Japan.. . . .	28,080	
Malta.. . . .		9,765	Madeira.. . . .		5,724
Gibraltar	84	10	Mexico.. . . .		528
India.. . . .	4,820	—	Morocco.. . . .		725
Straits Settlements	12,251	—	Norway.. . . .	18,584	73,763
Ceylon.. . . .	217,404	—	Panama.. . . .		405
Argentine Republic		582	Portugal	128,330	8,242,401
Belgium	20,259	3,087	Spain	143,363	4,612,851
Brazil		4,065,499	St. Pierre.. . . .	20,342	11,045
China.. . . .	56	61	Switzerland.. . . .	6,483	
Chile.. . . .		900	Syria		150
Colombia.. . . .		460	United States.. . .	15,414,067	4,426,142
Costa Rica.. . . .		7,998	Sweden.. . . .	10,460	
Ecuador		636			
Foreign W. Indies..	780	217,458	Totals	\$40,533,388	*\$34,865,438
France.. . . .	21,920	28,336			

* Includes \$541,882 the produce of other countries.

Commercial and industrial conditions show no improvement and are regarded as being fully as bad if not worse than in the eventful year of the bank crash, which resulted in financial ruin to many of the business concerns on Water street.

Rumors are circulating that the regulations governing the export of codfish, and claimed to be largely responsible for the present depression, may soon be relaxed if not entirely removed.

CANADA GOES ABROAD: IMPRESSIONS AND DISCOVERIES

IV. Marketing a New Product in Great Britain

The experience of Mr. Cecil G. Horton, assistant manager, Engineering and Machine Works of Canada, Limited, St. Catharines, Ontario, whilst he was abroad, in a selling capacity, were unique from a business standpoint. Mr. Horton went to Great Britain to introduce a modified type of steam shovel used by contractors and municipalities, and his task was affected by two major considerations. In the first place, his undertaking was simplified through a lack of competition; but on the other hand, a more than ordinary effort was necessary to overcome the traditional British caution in dealing with the strange and the new. Under these conditions Mr. Horton proved successful and will return to Great Britain in the near future to consolidate his success; hence his experiences are interesting in the light of the distinctive nature of his undertaking.

"Building programmes in Great Britain," stated Mr. Horton, "are conceived upon a vast scale, and huge supplies of building material must necessarily be imported to fulfill requirements. The magnitude of much of the construction offers an excellent opportunity for the use of labour-saving machinery, particularly those varieties that do the roughest and heaviest work. The use of such machinery is more or less of an innovation in Great Britain but the extent of the construction work planned, taken together with the high cost of labour, offers a unique opportunity for its sale.

"When one is situated as we were with a product to introduce which was comparatively unknown in Great Britain, I only know of one sound plan of action. You must go over and study the market for yourself. When you get there you should spend considerable time in gathering up all the information available bearing upon the successful introduction of your product. Then you should spend a little longer in sifting out that information before acting. It is best to make sure of your ground before the buyers even realize that you are in the country. The ordinary channels of publicity will not serve you at first and it will be futile to attempt any general appeal to the buyers. No unknown machinery will be taken up by the British market until its value has been demonstrated to the individual purchasers, and you should not begin to look for sales until you have digested the salient features and the peculiar tendencies of the market which you are attempting.

"When your preparations are complete and you are ready to approach prospective customers, your attitude and method are of first importance. To-day Canada enjoys distinct prestige in Great Britain. More than that, Great Britain is beginning to realize that Canada can manufacture. So that the way you go about your business is of utmost importance, as you are creating impressions of Canadian selling methods that will last far beyond the present instance. Moreover, it is wise to distinguish Canada from North America. There is no better way to impress this fact on the British buyer than by observing a studied caution and moderation in salesmanship. The first great fundamental for all salesmen in the British market is to watch their language. The British dislike exaggeration in any form, and they expect you to be explicit and straightforward in all your dealings with them. You must have conclusive proofs regarding your product, and you must convince them with a minimum of superlatives. They are suspicious of too much virtue, and are not

inclined to take what Americans and Canadians would consider justifiable chances. I do not mean that they are not receptive and open to conviction; but I do think that greater care is necessary to ensure successful business in Great Britain than in our own market. Now, a salesman perhaps cannot change his methods overnight, but if he studies British business men, he can quickly ascertain their etiquette and their prejudices; and this must be the first achievement of the successful Canadian exporter.

"As we were introducing an article hitherto unused, our main approach to British buyers was direct, and advertising was a secondary consideration. However, I believe that the British trades papers could be used successfully when once an article has been introduced. They are widely read, and are excellent, especially in a technical sense. Exhibitions also play a considerable part in advertising and sales campaigns over there. These exhibitions are planned without reference to any sight-seeing, and they attract the most aggressive elements of British business. As to general advertising, there should be co-operation between the Canadian manufacturer and his British representatives. The manufacturer at home is in a position to compile advertising information, and the representative abroad can effectively handle the distribution. Personally, we found the Trade Commissioner service of value in putting us in touch with the buyers, and believe that this service could be used more by Canadian manufacturers for the securing of both information and connections.

"For representatives, we found it expedient to use the established British importing houses. Here again the fact that we were introducing a hitherto unused article governed our choice. These importing houses have very wide connections, and they give immediate access to trade circles. It seems improbable that anything resembling an export pool could be successfully formed by machinery manufacturers. Machinery products are intricate as a rule, and the more direct the route from the manufacturer to the user the better. The question of foreign representation arises in other than the sales capacity in machinery lines. The matter of a service station abroad must be considered, as the best of mechanics cannot master a new machine overnight. At present we ship k.d.s. (knocked down state), and our mechanics assemble our machines abroad. With increased sales this may or may not necessitate permanent technical representation abroad, but it is a point to be considered when one is entering the export field.

"In conclusion I would like to emphasize the opportunities for Canadian machinery. Great Britain needs more houses than she can possibly construct. I visited one centre near London where a complete new city was being built with authorized plans for a population of sixty thousand. There are other developments of almost equal magnitude, so that it would be difficult to exaggerate the openings for every sort of building material. Speaking more particularly for firms similarly placed to ourselves, it would seem wise for Canadian manufacturers to exploit their present-day advantages, because, although money is tight now and the rate of exchange unfavourable to the British buyer, as these two factors approach normality competition will become keener and established connections will then have value all their own. With British buyers such a connection is well-nigh permanent if only the seller watches his end properly."

CEMENT PRODUCTION IN BELGIUM

By the end of the year the production of cement in Belgium will equal that of prewar days, says the *London Times Trade Supplement*. In the course of 1921 several manufacturers are adding to their ovens, which will result in an increase of production equal to at least a quarter the present quantity produced. In these conditions it is hoped that the Government will do all in its power to assist the cement manufacturers in the exportation of their goods.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Trade of New South Wales

Sydney, November 22, 1920.—Generally speaking, Sydney markets are beginning to reflect peace conditions although normal conditions have not yet been reached. Imported articles are coming to hand more freely and although still high priced, the trend is undoubtedly on the down grade. Local manufacturers are accordingly meeting severe competition. The costs of production in this country owing to the high wages paid are very high and this is likely to seriously affect manufacturers when competition becomes very keen. The heavy buying business which has been noticeable on the Sydney Stock Exchange for some time appears to be on the wane and prices have fallen materially. New advances are being made by the banks only in exceptional cases and their policy is generally to tighten up.

Butter Production in New South Wales

Spring prospects in all phases of production in Australia in general and New South Wales in particular are very gratifying. Estimates have been made that not less than 20,000 tons of butter will be exported from the Commonwealth this season, the value of which is stated to be, approximately £6,000,000.

Timber Imported into New South Wales

From a recent official publication regarding the importation of timber the following figures are taken as showing the annual importation for the last 10 years:—

Year	Superficial feet	Year	Superficial feet
1910-11..	156,893,170	1915-16..	124,266,616
1911-12..	175,512,627	1916-17..	125,975,727
1912-13..	219,064,874	1917-18..	96,275,588
1913-14..	165,462,479	1918-19..	86,636,910
1914-15..	175,412,864	1919-20..	86,636,780

And as the quantities have decreased the values have rapidly increased, so much so that in 1919-20, when the quantity imported was 50,200 superficial feet less than in the previous year, the value of the cargoes was £372,000 more.

Oil Prospects in Australia

At many places in Australia there are indications of the presence of oil and several attempts are now being made to locate supplies by boring. Some time ago the Commonwealth Government offered to pay a reward of £10,000 for the discovery of commercial oil on the mainland of Australia in paying quantities, and the amount of this reward was afterwards increased to £50,000. At Roma, in Queensland, natural gas has flowed from a bore for some years without practical utilization. A few flow has recently been set up at the same locality and it is stated tests indicate one and a quarter pints of petrol to 1,000 cubic feet of gas.

Demand for Aluminum and Enamelware in New South Wales

There is a considerable demand for aluminum and enamelled ware in this market. Compared with enamelled ware received here from many sources of recent years aluminum ware is becoming very popular although there is a great difference in the price, the reason of this being that much of the enamelled ware is of a very poor quality and does not last long, whereas the increased cost of aluminum ware is recouped owing to its more serviceable qualities.

Cost of Living in New South Wales

The State Statistician's last statement shows that meat cost 85 per cent more last month than in July, 1914. Other food and groceries cost 95 per cent more, and for meat and groceries combined prices were 93 per cent higher than before the war began.

All kinds of meat fell 10 per cent during September. General food cost for October were 4 per cent cheaper than for September. Articles that went down were meat (all kinds), potatoes, tea, coffee, cocoa, milk and butter. There was a rise in eggs, bacon, ham, pork, kerosene, soap, and candles.

High Prices for Good Wool at Sydney

Competition is very satisfactory for all well grown, sound lines of wool, and prices are firm for these lines only. The record price of the season in the Sydney market for greasy wool was raised to 44 pence per pound for a line recently sold to an Australian combing and spinning mill. Low grades of wool are almost entirely neglected. A comparison of present conditions with those prevailing a month back reveals generally a distinctly weaker market.

New South Wales Fruit Season

There is little doubt, from reports received from almost every district, that most fruits will be in abundance this season. The setting has been particularly heavy, and the excellent season is now being rapidly reflected in a strong and healthy development upon the laden trees.

South Sea Island Copra Trade

The copra industry in the Solomon Islands has made rapid development of late years and the latest figures show that there are 30,000 acres under cultivation, and an export of 10,000 tons of copra per annum, most of which comes to Sydney.

One of the greatest difficulties that growers have to contend with is the scarcity of labour and the disinclination of the natives to work.

North American Apples

Recent shipments of apples from Canada ex ss. *Tahiti*, and from the United States ex ss. *Ventura* arrived in good condition and totalled about 10,000 cases. They are selling from 28 shillings to 30 shillings per bushel case, the brands being Jonathans and Winesaps. At this price only the better class trade can afford to purchase, hence sales are inclined to drag. The apples are being retailed at from 2s. 6d. to 3s. per dozen and are not sold by weight as is usual in other centres.

MOTOR PLOUGHS FOR ROUMANIA

Roumania is an excellent field for the more extended employment of motor ploughs, says the *London Times Trade Supplement*. A number of types were tested at a demonstration recently organized by the Minister of Agriculture and Lands. Amongst them were a 25-h.p. four-share machine capable of ploughing a furrow 20 centimetres deep; a 35-h.p. five-share, 20-22 cm. furrow; a 50-55-h.p. five-share, 20cm. furrow; and a 55-h.p. three-share, 25cm. furrow, the two last being German auto-tractors, which had been left behind. A 19-h.p. tractor, two-share for a 10-11cm. furrow, was also tried. In the opinion of experts the description of plough most suited to soil conditions in Roumania is a 25-h.p. four-share machine for a 20 centimetre furrow, whilst a 35-h.p. five-share machine for a 20-22cm. furrow is also favoured.

TRADE AND INDUSTRIES OF CZECHO-SLOVAKIA

TRADE COMMISSIONER L. D. WILGRESS

X

Boots and Shoes, Chemicals, Metals and Machinery

The territory of Czecho-Slovakia possesses over 75 per cent of the boot and shoe factories of former Austria-Hungary and the largest establishments are in the new Republic. The Association of Czecho-Slovak Footwear Manufacturers contains 200 members, most of which are located in Bohemia and Moravia. A large proportion of the total production of boots and shoes is destined for export and before the war these factories, besides supplying the former Empire, exported their surplus to the Balkan States, Russia, and a certain part to Germany, while they shipped many of the finer grades of shoes to Denmark, Great Britain, the Far East, and other countries. The normal production of the Czecho-Slovak factories is about 100,000 pairs a day or 31,200,000 pairs a year of different grades of boots and shoes. At present the output is restricted on account of the leather shortage, but is constantly increasing, and export is being resumed with most of the countries to which footwear was shipped before the war. Arrangements are being made with France and Great Britain with a view to exchanging finished footwear for supplies of leather. The reputation of Czecho-Slovak footwear abroad is in large measure due to the excellence of Bohemian tanned sole leather, which is considered to be without a rival.

The Chemical Industry

The chemical industry of the former Austro-Hungarian Monarchy is now almost entirely concentrated in the Republic of Czecho-Slovakia. The majority of the works are situated in the valley of the Elbe from Aussig as far as Kolin and in that of its tributary, the Moldau, up to Prague. Other chemical factories are located at Pilsen and Budweis and in northern Moravia and Silesia. One of the largest establishments is at Vysocany, a suburb of Prague, while at Karlin, another suburb, there are large works producing carbonic acid. One of the establishments with the most divers production is situated near Prague and manufactures artificial fertilizers, sulphuric acid and nitric acid and mineral colours. This is also the only factory in the Republic producing aniline colours. The possibility of again obtaining supplies of raw material from abroad has permitted the chemical works to resume production, although still upon a restricted scale.

ARTIFICIAL FERTILIZERS

The production of artificial fertilizers is the most important branch of the Czecho-Slovak chemical industry. Super-phosphates, bone-dust and compound manure are the chief products manufactured, while certain of the factories also make various chemical combinations. The raw materials consist chiefly of phosphate and other imported products, only small quantities of bone and pyrites being obtained locally. The average annual production of Thomas' meal before the war was 150,000 tons in two large works near Prague and one in Moravia. Sulphate of ammonia is obtained as a by-product of coke-works and potash factories and the output in 1913 was 40,000 tons, of which about three-fourths was exported. The manufacture of bone-dust amounted in 1913 to about 10,000 tons. A factory has recently been established for the making of nitrous argil with a capacity of 30,000 tons a year. Czecho-Slovak agriculture has greatly suffered through the lack of artificial fertilizers, but the importation of raw materials for the above factories and of Chile saltpetre, alkaline manure, etc., is now being recommenced upon a fairly considerable scale.

POTASH AND BY-PRODUCTS

The supply of potash is of great importance to the Czecho-Slovak glass industry. The production is closely associated with the distilling of alcohol from molasses. The output is therefore dependent upon the supply of molasses from the sugar refineries. The present capacity is about 800 tons a month, of which half is required for domestic purposes and the remainder is available for export. The potash industry is largely dependent upon the activity of the large works at Kolin for the production of caustic soda, which yield vinasse coal as a residue. This factory also produces 120 tons a month of sulphate ammonia for use in agriculture and a quantity of sodium cyanide, of which a shipment has recently gone forward to the United States. The by-products of refined potash are the salts of potassium and sodium, of which a certain proportion is normally exported.

COLOURS

The production of varnishes and lacquers is considerably developed in Bohemia and Moravia. There are also a number of factories making chemical colours from a mineral base, such as zinc, chrome colours, etc., bronze colours, writing inks and colours for printing and lithographing. A speciality is the manufacture of colours and glazing materials for the porcelain industry.

OTHER CHEMICAL PRODUCTS

The preparation of medicaments is an important branch of Czecho-Slovak industry. There are also many large soap works in Bohemia, but since the outbreak of the war production has been greatly restricted. The manufacture of vegetable oils and essences is another industry which is greatly developed and the products of which were exported before the war. Large factories for this purpose are located at Prague, Brunn, Aussig and other centres. Shoe polish was also an important article of export from Bohemia and Moravia before the war. The production of candles, which was formerly considerable, is at present restricted like that of soap owing to the shortage of paraffin. Starch is manufactured chiefly in Moravia, but here also lack of raw material precludes the possibility of resuming export or even to supply the whole of the demand of the domestic textile industry. Explosives are manufactured in Czecho-Slovakia, one of the largest factories being located at Bratislava (Pressburg). A considerable quantity of glue is produced, chiefly in conjunction with the preparation of artificial fertilizers from bone. The extract of glue from hides and skins is much less developed.

Metals and Machinery Industry

The manufacture of metals and machinery is an extensive industry in Czecho-Slovakia and includes nearly all branches of the iron and steel and machinery trades. The stimulus of war orders led to a great increase in output since 1914, and although production has been attended with certain difficulties since the formation of the Republic, it may be said that this industry has been operating more under normal conditions than any other. Some establishments doubled their capacity during the war, and in all cases improved equipment has been installed and the works brought up-to-date. The factories are now full up with orders for nearly a year in advance. Large orders have been placed with Czecho-Slovak firms for reconstruction equipment required for France and Belgium, while machines and metal goods are being supplied to Jugo-Slavia, Roumania, Bulgaria and Poland on a compensation basis. This industry is particularly looking for the development of its future trade to Southern and Eastern Europe, and especially to the restoration of normal commercial relations with Russia.

AGRICULTURAL MACHINES

There is a large demand from abroad for Czecho-Slovak agricultural implements and machines, and a considerable business in ploughs has already been done with Bulgaria, Roumania and other countries. Nearly all lines are manufactured as outlined in the former section of this report, when dealing with the openings for imported agricultural machines.

MOTOR CARS

The motor car factories in Czecho-Slovakia are working at full capacity, and some have also commenced to make tractors. The principal makers of motor cars are the firms of Prage, Laurie & Klement, Walter, Tatra, J. O. Jech, and Brozik of Pilsen. The industry was stimulated by the holding of an International Motor Car Exhibition at Prague in August last.

ROLLING STOCK

Rolling stock is manufactured in Czecho-Slovakia in quantities sufficient to permit in normal times of a surplus for export, but owing to the deficiency of locomotives and cars the works are at present full up on orders for the Czecho-Slovak railroads. An order has lately been taken, however, for supplying Roumania with 80 new locomotives and repairing 500 old ones within three years' time. The present manufacturing capacity of the works is about 152 locomotives and 14,000 railways cars a year. The Skoda engineering works at Pilsen have recently installed the necessary equipment for making locomotives at the rate of forty a year. The works of the Cesko-moravska Tovarna na stroje at Prague are able to turn out seventy-two locomotives annually, and the capacity of the Strojirny company is about forty a year. The largest railway car builders are the Ringhoffer company of Smichov, Prague, who will make 6,190 cars during the coming year. The Koprivnicka Vozovka company expects to turn out 4,000, the Studencka Car Company 2,400, and two other companies about 1,400 and 500 respectively.

ELECTRICAL EQUIPMENT

The electro-technical industry is fully occupied in supplying the demand for machines and apparatus resulting from the great extension of electrical plant in Czecho-Slovakia. Many works are being enlarged so as to render the country independent of imports from Germany. A company has recently been organized with Government co-operation for the purpose of manufacturing telegraph and telephone apparatus and equipment, which up to the present has had to be mostly imported from Germany and Austria.

LARGE METALLURGICAL WORKS

The well-known Skoda works of Pilsen, Bohemia, is the largest metallurgical establishments in Czecho-Slovakia, and furnishes employment for over 12,000 workmen. All kinds of metal products are manufactured by this concern, but it is especially noted for its cast-steel products, which were formerly sent to Italy, Germany, Holland, Denmark, France, Russia, Japan, Great Britain, and other countries. The other manufactured products turned out in quantities include munitions, sugar refinery and general factory equipment, iron and steel bridges, tractors, locomotives, agricultural implements, cranes, hydraulic presses, turbines, pumps, and mining machinery and equipment. Besides these manufactured products the other departments of the Skoda works show an annual production of the following quantities:—

	Tons.		Tons.
Cast steel.. . . .	20,000	Aluminum.. . . .	500
Electrically converted steel.. . .	4,000	Forgings, large.. . . .	25,000
Ingots and billets.. . . .	100,000	Forgings, small.. . . .	30,000
Pig iron.. . . .	10,000	Railway car axles mounted.. . .	21,600
Bronze.. . . .	1,000	Cog wheels.. . . .	5,000

The Skoda works have recently been reorganized and the capital increased from 72,000,000 to 144,000,000 crowns to permit of the participation in the enterprise of the French engineering and munition works of "Le Creusot." The latter furnishes a large proportion of the increased capitalization. The reorganized company will, through this close relation to French interests, secure large orders for machinery, steel and iron products required in devastated areas of France, especially for sugar refinery and general factory equipment.

CONCLUSION

The survey which has been made of the principal manufacturing industries of Czecho-Slovakia serves to illustrate the great extent to which industry has been developed on the territory of the Republic. It is seen that Czecho-Slovakia is self-supporting in respect of practically all lines of manufactured articles and that in many lines there is a substantial surplus available for export to other countries. For the latter reason the particulars given in the industrial survey should be of interest to Canadian manufacturers.

THE DOMINIONS TOURING EXHIBITION

(London "Financier," December 28, 1920)

Organized by the Overseas Department of the Board of Trade, the Dominions Touring Exhibition exhibits will be conveyed by an ordinary steamer to the various ports visited and will be on exhibition in some public or commercial building. The Dominion Governments are offering every facility and are assisting by providing exhibition halls and arranging for reduced fares, freights, etc.

South Africa will be the first country visited and the goods will be exhibited at Durban, Johannesburg, and Cape Town. From South Africa the exhibits will be carried to Australia, and will be shown at the six capitals—Perth, Adelaide, Melbourne, Hobart, Brisbane, and Sydney. The next move will be to New Zealand, where they will be shown at Christchurch, Wellington, and Auckland. Canada will be taken on the return journey, and Vancouver, Winnipeg, Toronto, Montreal, and Halifax will be visited.

A TWO YEARS' TOUR

The tour will occupy about two years, and exhibitors who wish to take charge of their own goods, and at the same time see something of the British Empire, can do so on payment of the ordinary passage rates.

THE QUESTION OF COST

Although the Board of Trade is taking a prominent part in the exhibition, and will give every assistance to British firms participating in the tour to secure a footing in the overseas markets, no Government assistance will be forthcoming.

Estimates have been carefully worked out, and it has been found that, on a basis of 500 units of space, the tour can be conducted under present conditions at a cost of about £210 per unit. Half a unit will cost £126. Firms may apply for half a unit or for one or more units.

A unit consists of 10-foot frontage in the exhibition, and two or four show-cases and one or two packing-cases, according to the type of unit chosen. These prices are exclusive of the cost of the show-cases, which, according to size and design, range from £50 to £64. The specially designed show-cases and packing-cases in which the exhibitors' samples will be carried and displayed will remain the property of the exhibitors.

COMMERCIAL NOTES FROM NORWAY

COMMERCIAL AGENT C. E. SONTUM

Norway's Trade Balance

Christiania, November, 1920.—The trade paper *Farmand* has published the following statistics for the first three quarters of 1920, based on the average prices for 1918.

The trade during the three first quarters of the year stands as follows:—

Mill. Kroner	Jan.-Sept., 1919	Jan.-Sept., 1920	Difference
Imports..	1,703.4	2,004.9	+ 301.5
Exports	447.3	797.9	+ 350.6
Excess imports.. . . .	1,256.1	1,207.0	+ 49.1

Farmand comments on the statistics as follows: "In the aggregate we may say that the decrease in the excess of imports together with the strong increase in the exports and the drop in our price index show that Norway is on the way to recovery. If this continues—and we have little reason to doubt that—the results will soon be seen in an improvement in the rate of exchange for Norwegian currency."

Apple Import Restrictions

The Food Department is now publishing the quantity of fresh apples which will be allowed importation during the first half of 1921. The quantity is fixed at 600 tons. This is small when compared with the imports for the immediately preceding years, the imports during 1919, for instance, amounting to 9,220 tons of fresh apples and the first half of the current year 2,336 tons. The quantity fixed by the department, however, is approximately equivalent to the imports before the war, and as it is to be presumed that we shall now be compelled to change over to normal consumption, both of fruits and other things, there will probably be no scarcity of apples. In the 600 tons the imports of fresh pears are also included, but these are of very small importance.

While there is no import prohibition for oranges, grapes, and bananas, there is for preserved fruits of all kinds.

Pulp and Paper

Manufacturers of wood-pulp are viewing the market situation coolly and are not pressing for orders, owing to their quantity of stocks being practically nil. It is to be hoped that a livelier demand will set in immediately after the Christmas holidays.

The paper market rules very steady with practically no changes of importance. The demand for wrappings is as poor as ever, and as a consequence the output is likely to be further restricted to 50 per cent from the turn of the year. There is a steadily increasing demand from the United States for news, but only some minor contracts have been concluded. No attempt is being made to force prices downwards. The poor demand must therefore be ascribed to the sufficient quantity of stocks and the difficult financial situation. Prices remain practically unchanged.

The Wood Trade

The demand for planed wood and floorings is inconsiderable; on the other hand, there is a very heavy demand for timber and telegraph poles. Prices which rule about the same level as last year by this time are acceptable owing to the exchange value being very favourable to exporters. A drop in prices is not expected within the next six months. Some minor parcels have, however, been sold somewhat below market prices, but this is only due to the fact that some of the exporters have become nervous, but the majority are quietly confident and holding on. The demand for pit props is lively and the prices fair.

PLUMBING MATERIALS WANTED FOR SOUTH AMERICA

(London Times Trade Supplement)

There is an increasing demand for plumbing fixtures and appliances, including nickel-plated piping, wash-stands, and toilet ware, in Brazil, Chile, Bolivia, Colombia, Peru and Uruguay.

Before the war Germany conducted a successful trade in all kinds of plumbing materials in the above-named republics, but since the war United States exporters have made special efforts, and have developed an extensive business. There is, however, a favourable opportunity for British firms, by direct communication with those countries, and by close attention to local needs, to secure for themselves a considerable portion of the former German trade. The chief requirement is for British firms to realize that the principal merchants in the great South American republics are enterprising and solidly established business men, and that credit is therefore good.

Several of the larger cities in Brazil, especially the town of Santa Maria da Boccia do Monte, Rio Grande do Sul, and no fewer than fifteen cities and towns in Uruguay have decided to install as soon as possible up-to-date water supply and drainage systems. It is understood that the respective municipal authorities would welcome proposals from British engineering and other firms which carry out such work.

BRAZIL CANCELLING ORDERS IN THE UNITED STATES

(Washington Bureau of the New York Journal of Commerce)

The steady rise in the value of the American dollar in Brazil on terms of milreis is causing increasing apprehension among Brazilian importers as well as among the American suppliers, who view with alarm the probability of large cancellations of merchandise arriving from the United States, according to Assistant Trade Commissioner R. M. Connell.

It has been claimed that the fundamental cause for the majority of the cancellations already suffered was late delivery by the American manufacturers, but further developments have proved that the prevailing exchange rates have been more influential in determining such action. Articles nominally paying ad valorem duties of 50 per cent have recently been assessed nearly as high as 100 per cent, while in addition the Brazilian importer must pay almost twice as much in milreis for dollars to meet his obligations in the States as he had to pay a year ago.

Together with this distressing situation the buyers' action in cancelling American orders is undoubtedly influenced by the very low offers being made by German exporters attempting to re-enter the Brazilian market, who it is reported are quoting prices on some articles 60 per cent below New York quotations and 65 per cent below London prices.

While it is doubtful if German exporters can deliver according to contract yet this is an additional disturbing element in the situation which some importers have to face.

COMMERCIAL SITUATION IN SIAM IN 1919

A report on the commercial situation in Siam, appearing in the *Indian and Eastern Engineer*, attributes much of the trade of Siam in 1919 to the United States and Japan. The former country is said to have replaced the United Kingdom and Germany in supplying Siam with iron, steel and machinery, while the latter superseded Germany in supplying the native bazaars with a cheap variety of manufactured goods. Cotton goods and yarns constituted the most important items in the exports from the United Kingdom to Siam.

SELLING AGENTS WANTED FOR A SHOVEL POINT

The British Trade Commissioner, British Department of Overseas Trade, 248 St. James street, Montreal, has been asked to secure selling agents in Canada for a shovel point which has been patented in England, Canada, the United States, Australia, New Zealand and Africa. It is claimed by the manufacturers that this shovel point doubles the life of shovels and greatly increases their efficiency.

AUSTRALIA PROHIBITS IMPORTATION OF GOODS MARKED "BOSCH."

The Commissioner of the Commonwealth of Australia, 61 Broadway, New York city, has received advice from Australia that a proclamation was gazetted on December 30, 1920, prohibiting importation into Australia of all goods bearing the word "Bosch." This is an extension of the prohibition previously operating in respect to magnetos bearing the word "Bosch."

AUTHORIZATION OF BRAZILIAN PREFERENTIAL TARIFF ON UNITED STATES GOODS

According to a cablegram from Ambassador E. V. Morgan, Rio de Janeiro, under date of January 1, 1921, published in the *United States Commerce Reports*, the President of the Republic was authorized in the budget to grant the usual preferential reductions on certain American goods.

The reductions provided are 30 per cent on wheat flour; and 20 per cent on condensed milk, manufactures of rubber, paints and colours (except writing inks), refrigerators, clocks, pianos, scales, windmills, cement, corsets, dried fruit, school furniture, writing desks, typewriters, and varnish.

DEMAND FOR RAINCOATS IN CHINA

Trade Commissioner J. W. Ross, Shanghai, in response to inquiries, writes as follows, under date December 8, 1920, with regard to a market for raincoats in China:—

There is quite a large demand for raincoats in all the markets of China for there is a great deal of rain at certain seasons in every year. The style of raincoats in greatest demand is of light weight, for the hot months of spring and summer are the seasons of greatest rainfall. I have known it to rain in Shanghai every day for three weeks in succession. Khaki is the usual colour, and a military style of coat with a belt is the kind most in vogue.

Competition and salesmanship are of the utmost importance if a trade with Canada is to be worked up. Raincoats come into this market from Great Britain, the United States and Japan, so that our manufacturers would have to compete with those of the above-named countries. There are at least fifty dealers in raincoats and similar goods in Shanghai alone, and as none of those dealers would purchase goods of this class without seeing them and comparing quality and prices, the difficulty of how to get over this is very apparent, for it would obviously be impossible for any manufacturer to send a sample garment to all of them. This difficulty might be got over, however, by the appointment of one salesman to represent a group of manufacturers.

ELECTRIC POWER STATION EXTENSIONS, BLOEMFONTEIN

Assistant Trade Commissioner P. W. Ward, Cape Town, South Africa, writes as follows on projected electric power extensions at Bloemfontein:—

Canadian manufacturers of power station equipment, including boilers, firing methods, coal and ash handling apparatus, turbines, water-cooling devices, alternators, switch gear and general lay-out plans of modern power stations will be interested in the following particulars of the plant likely to be required for electrical development at Bloemfontein, South Africa, furnished by Mr. K. Macaulay, city electrical engineer, Bloemfontein, who writes:—

“The extensions will depend on the extent of growth in the next two or three years, as we are installing plant in the present building which will, under normal conditions, carry us on about five years. In the meantime, however, we intend locating a new site so that if the growth of load is greater than we anticipate there should be no delay.

“As far as can be judged at present the new plant will consist of two 1,500 kw. sets, to this might be added the 1,000 kw. set which we intend laying down in the present power station. The existing boiler pressure 165 lbs. sq. in. will be too low for the new plant I think 250 lbs. sq. in. at least will be used, the pressure will have to be decided on the overall efficiency basis, as there is a great range of load; the early morning, i.e., midnight till 6 a.m., load shows no signs of increasing and is generally about 200 kwts. whilst we anticipate peak loads up to 2,000 kwts. during the day and evening loads.

“The coal nearest us, and which we are practically compelled to take—has a thermal value of about 9 and all steam raising plant should be based on this. As to method of firing this is quite open and if powdered fuel firing has been perfected, and can be proved to be most economical, we would be quite prepared to consider it.

“The site has not been finally decided upon, but as there is no water in the vicinity all circulating water must be cooled. The design of the building will depend on the type of steam raising plant and generating units, ample allowance being made for extending and adding larger units. As far as can be foreseen a 3,000 kw. generator will be considered quite a large set for a long time yet.

“Any information regarding boilers, firing methods, coal and ash handling apparatus, turbines, water-cooling devices alternators, switch gear and general lay-out of modern power stations will be acceptable, and receive all consideration.

“The generating pressure is 2,150 to 2,200 V. 3-phase 50 cycles, with converting machinery for a small 550 volts D.C. tramway system.”

Mr. Ward adds that several other power plants are proposed for various South African municipalities, and Canadian electrical houses are urged to compete for the supply of the same.

TENDERS INVITED

Chinese Government Railways: Tenders for Steel Bridge

Trade Commissioner J. W. Ross, Shanghai, sends the following announcement under date December 30, 1920, of the Peking-Hankow Railway administration:—

The Peking-Hankow line of the Chinese Government Railways invites sealed proposals of bridge contractors for designing and building a new steel bridge about 2,800 metres in length across the Yellow river (Hwang-Ho). Proposals will be received up to noon of June 30, 1921, at the office of Peking-Hankow Railway, Peking, China. Plans, rules, and specifications can be obtained from the following offices:—

Peking: Peking-Hankow Railway, American, British, Belgian, French, Italian, and Japanese Legations.

Foreign: Chinese Legations, Washington, London, Brussels, Paris, Rome, and Tokyo.

All applications for same must be accompanied with £6.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 12, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 12; those for the week ending January 5 are also given for the sake of comparison.

		Parity.	Week ending January 5, 1920.	Week ending January 12, 1921.	
Britain.. . . .	£	1.00	\$4.86	4.27	4.28
France	Fr.	1.	.193	.070	.070
Italy.. . . .	Lira	1.	.193	.041	.039
Holland.. . . .	Florin	1.	.402	.372	.378
Belgium.. . . .	Fr.	1.	.193	.073	.074
Spain	Pes.	1.	.193	.157	.154
Portugal	Esc.	1.	1.08	.115	.126
Switzerland.. . . .	Fr.	1.	.193	.181	.179
Germany	Mk.	1.	.238	.015	.016
Greece.. . . .	Dr.	1.	.193	.087	.085
Norway.. . . .	Kr.	1.	.268	.186	.197
Sweden.. . . .	Kr.	1.	.268	.235	.245
Denmark.. . . .	Kr.	1.	.268	.186	.199
Japan.. . . .	Yen	1.	.498	.561	.552
India.. . . .	R.	1.	.342	.319	.327
United States.. . . .	\$	1.	1.00	1.17	1.15
Argentina.. . . .	Pes.	1.	.965	.904	.917
Brazil.. . . .	Mil.	1.	.546	.169	.178
Roumania	Lei	1.	.193	.011	.015
Jamaica.. . . .	£	1.	4.86	4.16	4.34
Barbados.. . . .	\$	1.	1.	.86½ to .87½	.89½ to .92½
British Guiana	\$	1.	1.	.86½ to .87½	.89½ to .92½
Trinidad.. . . .	\$	1.	1.	.86½ to .87½	.89½ to .92½
Dominica.. . . .	\$	1.	1.	.86½ to .87½	.89½ to .92½
Grenada.. . . .	\$	1.	1.	.86½ to .87½	.89½ to .92½
St. Kitts.. . . .	\$	1.	1.	.86½ to .87½	.89½ to .92½
St. Lucia.. . . .	\$	1.	1.	.86½ to .87½	.89½ to .92½
St. Vincent.. . . .	\$	1.	1.	.86½ to .87½	.89½ to .92½
Tobago.. . . .	\$	1.	1.	.86½ to .87½	.89½ to .92½

WALL BOARD FROM INFUSORIAL EARTH

Mr. Ivan A. Bayley, of North Sydney, Nova Scotia, writes as follows: "After experimenting for some time on the utilization of tripolite or infusorial earth, I have succeeded in producing samples of a remarkably efficient wall board. The tripolite besides containing the necessary bonding material is mixed with considerable quantities of sawdust which has the effect of adding pliability to the sheets and rendering them more open so that nails may be driven quite near the edge without danger of splitting or spoiling the sheets and makes sawing easy. These sheets are remarkably light in weight and are fireproof and owing to the well known insulating properties of tripolite are great non-conductors of heat, cold or sound and are very strong. These sheets can be made into any convenient size and owing to the great strength of the binder used may be made as thin as one-quarter inch in thickness. As very large beds of tripolite or infusorial earth occur in Nova Scotia, Newfoundland and elsewhere in shallow lake bottoms and marshes, it thus becomes only necessary to drain off these areas and expose the beds to the natural summer drying when the tripolite can be piled in sheds and used as wanted. As both tripolite and sawdust are very cheap materials and the bond used being also very cheap, this process certainly seems to place a very valuable asset at the disposal of home builders. Further experiments are now under way with the object of producing sheets suitable for exterior work and roofing."

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

2661. **Nails.**—Large Glasgow firm of wholesale hardware merchants, of excellent reputation, desire to obtain lowest prices and best terms for wire and other nails to the extent of over seventy tons. Following are the details:—

Round Head Wire Nails—

$\frac{1\frac{1}{2}'' \times 12.}{5}$	$\frac{13.}{5}$	$\frac{14.}{5}$	$\frac{1\frac{3}{4}'' \times 12.}{5}$	$\frac{13.}{5}$	$\frac{14.}{5}$	$\frac{2'' \times 10.}{5}$	$\frac{11.}{5}$ tons.
$\frac{2\frac{1}{2}'' \times 10.}{5}$	$\frac{11.}{5}$	$\frac{3'' \times 9.}{5}$	$\frac{10.}{5}$	$\frac{3\frac{1}{2}'' \times 7.}{2}$	$\frac{8.}{3}$	$\frac{4'' \times 6.}{5}$	$\frac{8.}{5}$ tons.
$\frac{4\frac{1}{2}'' \times 6.}{5}$	$\frac{5'' \times 5.}{5}$	$\frac{6}{5}$	$\frac{6'' \times 4.}{5}$	$\frac{8.}{5}$ tons			

Oval Wire Brads—

$\frac{\frac{3}{4}''}{1}$	$\frac{\frac{7}{8}''}{1}$	$\frac{1''}{1}$	$\frac{1\frac{1}{4}''}{1}$	$\frac{1\frac{1}{2}''}{2}$	$\frac{1\frac{3}{4}''}{2}$	$\frac{2''}{2}$	$\frac{2\frac{1}{2}''}{2}$	$\frac{3''}{2}$	$\frac{4''}{2}$	$\frac{5''}{2}$	$\frac{6''}{2}$ tons.
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Wire Lath Nails, broad heads—

$\frac{1'' \times 14.}{2}$	$\frac{15.}{2}$	$\frac{1\frac{1}{4}'' \times 13.}{2}$	$\frac{14.}{2}$ tons
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Wire Slate Nails, large broad heads—

$\frac{1\frac{1}{4}'' \times 10.}{2}$	$\frac{1\frac{1}{2}'' \times 9.}{2}$	$\frac{10.}{2}$	$\frac{1\frac{3}{4}'' \times 9.}{2}$	$\frac{2'' \times 8.}{2}$ tons
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Wire Plate Nails, countersunk heads—

$\frac{2\frac{1}{2}'' \times \frac{5}{16}''}{5}$	$\frac{3'' \times \frac{5}{16}''}{5}$ tons.
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Countersunk Plate Nails, cone heads—

$\frac{3'' \times \frac{5}{16}''}{5}$ tons.

Wire Plate Nails, broad heads—

$\frac{\frac{3}{4}'' \times 12.}{5}$	$\frac{\frac{7}{8}'' \times 12.}{5}$	$\frac{1'' \times 11.}{5}$ tons.
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2662. **Paper.**—Large Glasgow firm of stationers would like quotations from Canadian exporters of all kinds of paper.

2663. **Resistance wire.**—A Birmingham company manufacturing electric appliances ask to be placed in correspondence with Canadian manufacturers of resistance wire suitable for heating purposes.

2664. **Toys.**—A London firm of toy importers seek the representation for Great Britain of a Canadian toy manufacturer.

2665. **Representation in Brussels.**—A commercial agent, with best references, having office, telephone, and commercial organization in central Brussels, desires to enter into relations with Canadian firms of good standing with a view to representation. Correspondence in English, French, German, Italian, Polish, and Russian.

2666. **Agency in Brussels.**—Agent, possessing office in good situation in Brussels, desires to represent Canadian firm. Good references. Prepared to handle exhibits at Brussels Fair in April.

2667. **Foodstuffs.**—Established Belgian trader desires to enter into relations with firm handling food products. First-class references and security.

2668. **Food products, etc.**—Antwerp firm, agencies, commissions, first-class references, solicits representation of sound firms for food and other products.

2669. **Saw-mills.**—A mercantile house in Port Antonio, Jamaica, wish to get into touch with Canadian manufacturers of saw-mills for sawing rough timbers into boards.

2670. **Barrels and drums.**—A Liverpool dealer in barrels and drums would like prices and catalogues from Canadian manufacturers with a view to making importations.

2671. **Printing press and bookbinding machines.**—A Japanese concern in Tokyo, which is just commencing an import business and is considered reliable, is anxious to obtain catalogues and price lists of Canadian-made printing presses and book-binding machines. Full particulars are requested as soon as possible.

2672. **Bookbinders' cloth.**—A Tokyo import house of fair standing is in the market for bookbinding cloth, of what might be called a second-grade quality. Samples and prices requested immediately.

2673. **Stationery lines, envelopes, etc.**—The South African branch of a world-wide organization, with head office for the Union in Cape Town, and business extending throughout the Union and Rhodesia, desires correspondence, samples, and export prices from Canadian stationery houses with a view to direct import and not representation.

2674. **Automobiles.**—A Transvaal commission house, prepared to buy Canadian-made automobiles for cash against bill of lading, desire to get in touch with manufacturers ready for export. Factory price not to exceed \$1,050.

2675. **Leather for boot uppers.**—A Durban firm of importers make inquiry for sample prices and correspondence from Canadian manufacturers of glazed kid, box hide, and other leather suitable for boot uppers. This firm have several warehouses throughout the Union.

2676. **Bakers' and confectioners' supplies.**—A Johannesburg firm with branch warehouses in four other centres of South Africa request correspondence from Canadian firms manufacturing any article suitable for the baker, confectionery, or mineral water trade.

2677. **Sailing yacht.**—An inquiry is made for the purchase of a Canadian-made sailing yacht, 30 ft. by 10 beam, with or without auxiliary motor power. If with power, 5- to 7-h.p. engine. Decked with cabin and must have centre-board. Good sea-going boat, for heavy weather.

2678. **Agencies in West Indies, etc.**—A general agent in Havana, Cuba, who has been travelling through the West India islands for a number of years and is intimately acquainted with all the reputable importers, is desirous of representing Canadian manufacturers in Cuba and the British, French, American, and Dutch West Indies, also Central America and the following South American countries: Columbia, Venezuela, Dutch Guiana, French Guiana, and British Guiana. He handles all classes of dry goods, perfumery and soaps, boots and shoes, foodstuffs and animal feed.

2679. **Flour-milling machinery, drugs and chemicals, and metals.**—A firm in Bucharest, Roumania, desire to import the above.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

To LIVERPOOL.—*Minnedosa*, C.P.O.S. Line, about January 22; *Victorian*, C.P.O.S. Line, about January 28; *Metagama*, C.P.O.S. Line, about February 9.

To LONDON.—*Bosworth*, C.P.O.S. Line, about January 20; *Corsican*, C.P.O.S. Line, about January 29; *Holbrook*, C.P.O.S. Line, about January 29; *Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about February 5; *Batsford*, C.P.O.S. Line, about February 8; *Grampian*, C.P.O.S. Line, about February 12.

To GLASGOW.—*Dunbridge*, C.P.O.S. Line, about January 29; *Pretorian*, C.P.O.S. Line, about February 18.

To AVONMOUTH.—*Dunbridge*, C.P.O.S. Line, about January 29.

To MANCHESTER.—*Manchester Shipper*, Manchester Liners, about February 5; *Manchester Division*, Manchester Liners, about February 15.

To SOUTHAMPTON.—*Scandinavian*, C.P.O.S. Line, about February 12.

To BELFAST AND DUBLIN.—*Lord Antrim*, Head Line, about January 31.

To ANTWERP.—*Holbrook*, C.P.O.S. Line, about January 29; *Scandinavian*, C.P.O.S. Line, about February 12.

To ROTTERDAM.—*Dunaff Head*, Head Line, about January 25.

To HAVRE.—*Kamarima*, Fracanda Line (Canada Steamship Lines, agents), about January 21; *Corsican*, C.P.O.S. Line, about January 29; *Grampian*, C.P.O.S. Line, about February 12.

To HAMBURG.—*Dunaff Head*, Head Line, about January 25.

To ST. JOHN'S, NEWFOUNDLAND.—*Manola*, Canada Steamship Lines, about January 15.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—*Gredlon*, Houston Lines, about January 20.

To KARACHI, BOMBAY, COLOMBO, MADRAS, RANGOON, CALCUTTA, SINGAPORE, BATAVIA AND SOERABAYA (via Mediterranean).—*Trevean*, Canadian Government Merchant Marine, Ltd., and British India Steam Navigation Company, Ltd., joint service, about January 29.

To AUSTRALIA AND NEW ZEALAND.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about January 29; *Otira*, New Zealand Shipping Company, about February 15.

To EASTERN AND FAR EASTERN PORTS.—*Hellenes*, Houston Lines, about February 25; *Croxteeth Hall*, Ellerman-Bucknalls, about February 25.

To SOUTH AFRICA.—*New Georgia*, Elder-Dempster & Co., about January 30; *Fantee*, Elder-Dempster & Co., about February 28.

To WEST AFRICA.—*Bassam*, Elder-Dempster & Co., about January 31.

From Halifax

To PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saronia*, Cunard Line, about January 24.

To NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about January 25.

To BRITISH WEST INDIES.—*Chaudiere*, Royal Mail Steam Packet Company, about January 21.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO CARDIFF AND SWANSEA.—*Canadian Squatter*, Canadian Government Merchant Marine, Ltd., about January 14.

TO RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO AND BUENOS AIRES SERVICE.—*Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about January 20.

TO LIVERPOOL.—*Canada*, White Star-Dominion Line, about January 23; *Saturnia*, Anchor-Donaldson Line, about February 3; *Canadian Volunteer*, Canadian Government Merchant Marine, Ltd., about February 5; *Cassandra*, Anchor-Donaldson Line, about February 20.

TO GLASGOW.—*Canadian Carrier*, Canadian Government Merchant Marine, Ltd., about January 29; *Saturnia*, Anchor-Donaldson Line, about February 3; *Cassandra*, Anchor-Donaldson Line, about February 20.

TO HAVANA (CUBA).—*Canadian Miner*, Canadian Government Merchant Marine, Ltd., about January 20.

TO ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about January 25.

TO HAMBURG AND DANTZIG (direct).—*Gothland*, Red Star Line, about January 20.

From Vancouver, B.C.

TO LONDON, LIVERPOOL, AND GLASGOW (via Panama Canal).—*Collegian*, Harrison Direct Line, about February 5.

TO AUSTRALIA AND NEW ZEALAND.—*Wairuna*, Canadian-Australasian Royal Mail Line, middle January; *Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about February 10.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about February 10.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, C.P.O.S. Line, about February 8; *Empress of Japan*, C.P.O.S. Line, about February 23.

TO YOKOHAMA, MOJI, AND HONG KONG.—*Methven*, C.P.O.S. Line, about January 23.

TO KARATSU, SHANGHAI, HONG KONG AND SINGAPORE.—*Melville Dollar*, Dollar Line, about January 27; *Harold Dollar*, Dollar Line, about February 8.

SHIPPING SERVICE BETWEEN VANCOUVER AND THE PACIFIC COAST OF CENTRAL AND SOUTH AMERICA

With reference to the announcement in *Weekly Bulletin* No. 868 of the inauguration of new shipping services between Chile and the west coast of North America, the Canadian Commercial Company, Limited, Vancouver, write that one of the companies referred to, the Pacific Motorship Company—for which they are agents—has for the past six months been operating a regular monthly service of vessels from Vancouver, Puget Sound and San Francisco to the following ports of Central and South America: Champerico, Acapulco, La Union, Corinto, Puntarenas, Buenaventura, Esmeraldas, Manta, Paita Pimentel, Callao, Mollendo, Iquique, Coquimbo, San Jose de Guat, Lilibertad, Amapala, San Juan del Sur, Balboa, Tumaco, Bahia, Guayaquil, Talara, Eten, Pisco, Arica, Antofagasta and Valparaiso.

It is pointed out that there are quite a number of commodities such as box shooks, canned goods, cement, flour, lumber, paper, woodpulp, wheat, etc., in demand along the west coast which could very well be supplied by Canadian firms. Freight rates on this service are on commodity basis and vary according to port of discharge. Inquiries regarding rates of shipments should be addressed to E. Cunningham, agent, Pacific Motorship Company, 602 Yorkshire Building, Vancouver.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 1 Rue de Florence, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland, *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs, 31 North John street, Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

G. B. Johnson, Canadian Government Trade Commissioner, 37 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

W. C. Noxon, Director, Overseas Trade Branch of the Department of Trade and Commerce, 1 Regent Street, S.W. 1, Eng. *Cable Address, Canmission.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marselles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyright Act. Cullers' Act. Electric Light Inspection Act. Gas Inspection Act. Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Lead Bounties Act. Patent Act. Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act. Timber Marking Act. Weights and Measures Inspection Act. Zinc Bounties Act.

PUBLICATIONS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
Chinese Markets for Canadian Products (1919).
Grain Inspection in Canada (1914).
German War and its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
List of Licensed Elevators, etc.
Patent Office Record (Weekly).
Report of the Canadian Economic Commission (Siberia), 1919.
Rules and Forms of the Canadian Patent Office.
Rules and Regulations made by Board of Grain Commissioners.
Russian Trade (1916).
Trade of South China (1919).
Trade with China and Japan (1914).
Trading with Spain (1920).
Timber Import Trade of Australia (1917).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom.
Toy Making in Canada (1916).
Weekly Bulletin containing Reports of Trade Commissioners and other Commercial Information.

REPORTS OF THE DOMINION BUREAU OF STATISTICS

I. Population:

Census: Report of Census of 1911:—
Volume II, Religious Origins, etc.
Volume III, Manufactures.
Volume IV, Agriculture.
Volume V, Forest, Fishery, Fur, etc..

Census—*Continued*.
Volume VI, Occupations.
Report of Census of Prairie Provinces, 1916.
Vital Statistics (pending).
Migration (pending).

II. Agriculture:

Monthly Bulletin of Agricultural Statistics.

Annual Bulletin of Agricultural Statistics.

III. Industrial Census (Annual) as follows:

Dairy Factories.
Fisheries.
Forestry—Lumber, Pulp and Paper, Sash and Planing Mills.
Mining, Metallurgical and Chemical Industries (pending).

Iron and Steel (pending).
Coal.
Central Power Stations.
General Manufactures.

IV. External Trade:

Monthly Report of the Trade of Canada.

Annual Report of the Trade of Canada

V. Transportation:

Railways and Tramways.
Express.
Telegraphs.

Telephones.
Canals, Water Carriers, Navigation.

VI. Internal Trade:

Grain.
Live Stock and Animal Products.
Prices (pending).

Monthly Produce Bulletins.
General (pending).

VII. Finance:

Municipal Statistics (cities of 10,000 population and over).

VIII. Justice: Criminal Statistics.

IX. Education (pending).

X. Abstracts:

The Canada Year Book, 1919.

Bureau of Statistics Quarterly (pending).

XI. Annual Report of Dominion Statistician.

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JANUARY 24, 1921

No. 886

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE BRANCH

CANADA



Typical scene in the Valley of Mexico, clouds and mountains in distance, church, tiny village, eucalyptus trees, pepper trees, and maguey plants; in immediate foreground, peons ploughing and planting corn.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

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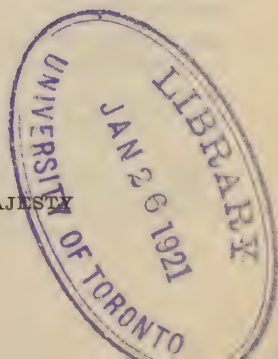


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa

Monday, January 24, 1921

No. 886

PRESENT CONDITION OF THE SOUTH AFRICAN MARKET AND IMMEDIATE AND FUTURE PROSPECTS

ASSISTANT TRADE COMMISSIONER P. W. WARD

Cape Town, December 16, 1920.—In view of the extreme difficulty with which export trade is being handled at this time all over the world, and the changing conditions in many export markets, it is desirable that some indication should be given as to the present position in South Africa and Canadian manufacturers and exporters afforded a measure of guidance in their immediate and future efforts to trade here.

THE DOMESTIC SITUATION

The Union of South Africa has changed during the last few months from being a creditor to a debtor nation. At the beginning of the present year a substantial credit balance had been accumulated through heavy export trade during 1919, but early in the year this trade began to decline and by August last the export of everything except gold had completely stopped. Imports, on the other hand, had arrived during this period in tremendous quantities, and are still arriving; consequently an increasing debit balance now faces the country.

Domestic trading has latterly been almost at a standstill. Buying, both wholesale and retail, is limited to the needs of the moment and the sacrifice of stocks, in soft goods and other lines, at prices below landed cost is being daily made. Chief among the causes of the present situation in South Africa is the slump in the wool and mohair market. Large quantities of last year's clip have been bought and paid for by merchants, but cannot be moved. Practically the whole of the clip remains on hand, while the new season's clip will soon be due. At the present moment a commission, appointed by the Union Government, is visiting Berlin in an endeavour to sell a large portion of the surplus wool to the German Government on a system of barter; the wool to be exchanged for steel rails and other manufactures required in the Union but difficult to obtain from other countries. Part payment is also suggested by the writing off of a large sum held in the banks here, the property of enemy Germans, and which was confiscated in the early days of the war.

Hides and skins, South Africa's second largest export commodity, have also been difficult to move for some time past. Small shipments have recently been made to the United States, but large stocks remain on hand and trading has practically ceased.

The wine industry in Cape Colony has been another drag on the channels of trade during the past year. An effort was made some months ago to corner the supply, and in the result the larger proportion of the growers and many merchants came to grief. The situation at present is that almost the whole of last season's supply is on hand unpaid for, and with little prospect of being marketed, while the new grape crop will shortly be coming in.

The footwear industry, which has latterly assumed fairly large proportions, especially in the eastern part of Cape Province, is in rather straitened circumstances to-day by reason of the very large importations of all classes of boots and shoes from overseas at prices with which it could not compete. Strong representations are being made to the Government by this industry for greater tariff protection.

On the Rand several of the smaller mines have recently closed down or largely curtailed operations. Unemployment in almost every industry, and consequently a reduction in spending power, is further minimizing the volume of trade.

ADVERSE EXCHANGE AND FINANCING EXPORT SHIPMENTS

With the exception of shipments sold through London and New York agencies, all Canadian trade with South Africa is done on the basis of "Cash against documents" or "Letter of credit on London or New York banks." By reason, however, of the recent stoppage of export trade from Union ports and the greatly increased imports from overseas, the banks here have been receiving no moneys with which to offset the continuously heavy amounts paid out for imports for months past. Consequently, a decision was recently arrived at by the London and New York branches of the banks to pay out only 75 per cent of the value of the shipper's drafts, leaving the balance of 25 per cent for collection in the usual way. This restriction has within the past few days been increased, so that 50 per cent only is now being paid out overseas against export documents.

Canadian exporters should give careful thought to the question of shipping their product to this country under these conditions. It takes, on an average, from three to four months to collect the value of drafts to South African territory, and by reason of the premium on sterling between Cape Town and London to-day it costs importers in the Union 5 per cent to transmit the remaining 50 per cent to London. This, together with a possible $2\frac{1}{2}$ per cent interest on the money lying idle, and a further possible advance in the cost of transmission, means an overhead charge of from $7\frac{1}{2}$ to 10 per cent over and above the ordinary costs of shipment. To this must also be added at least $7\frac{1}{2}$ per cent for a 90-days bill, so that the laid-down cost of any product shipped here is entirely a speculative matter. The banks are to-day, in fact, not at all desirous of remitting further amounts overseas, and instances of a refusal to do so have been reported to this office. The position is a very serious one, and it is felt that it will take a considerable time to remedy this state of affairs. Much depends on the ability of South Africa to resume export trade, even in a limited way, and strenuous efforts are now afoot in this direction.

At the current rate of exchange between South Africa and Canada the importer here has to pay about 25s. for every 20s. worth of value in sterling. This means that even, as in many cases, with the increased cost of production of British goods, export lines from England can be landed at much less than Canadian rates. In the case of German goods the exchange conditions afford a still greater advantage.

Until the exchange situation returns to something more approaching the normal, the high Canadian rate will prevent quotations from the Dominion from competing with those of British, German, and other European sources.

STOCKS ON HAND

With the possible exceptions of certain lines of hardware, iron and steel products, and furniture this market is now almost glutted with every commodity imported from overseas. Huge stocks of flour, salmon, sardines, grocery lines, footwear, clothing, electrical goods, automobiles, timber, etc., are on hand and will, in several cases, take months to effectually reduce. Large supplies of all classes of merchandise continue to arrive, and extensive orders placed a short time ago have come forward with undesirable promptitude. In order to effect sales many dealers have sent consignments of goods arriving direct from the docks to auction marts for disposal. Offerings of several items at much below landed cost have not resulted in any large movement of stocks.

FUTURE PROSPECTS AND EFFORTS

While South Africa is suffering with other countries in the world depression of to-day, this country has the reputation of rapid recovery when once the situation begins to mend. It is therefore imperative that Canadian exporters looking for a market here for their products with the return of more normal conditions should be thoroughly organized to meet any demand that arises.

Before any product can receive consideration on this market, either by importers or prospective agents, it is necessary that the following information be supplied: (a) price f.o.b. Montreal or St. John, N.B. In the case of representation by an agent being desired the f.o.b. price should include the agent's commission. (b) Particulars as to how goods are packed for export; *i.e.*, number or weight in case or other container; if item is packed in a knocked down or unassembled state, describe same. (c) Gross shipping weights and sizes. (d) Agreement to accept the custom of trading here, *i.e.* cash against documents or letter of credit. South African merchants want their drafts negotiated through their own banks, and it is inadvisable to make other stipulations. (e) The terms on which the appointment of an agent is desired. With the foregoing information samples of the various products, if possible, should be sent, in order that they may be tested out with similar products on the market already and with a view to reporting as to whether there are definite possibilities of trade or not.

Exporters should realize that the same care and completeness of method is necessary to-day in attempting to develop overseas trade as in the competitive area surrounding the home office.

MARKETING METHODS

There are two means of developing business for the Canadian exporter in South Africa. First, by keeping in touch with importers—a list of whom can always be obtained from this office, or from the Directory of Foreign Importers compiled by the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa. In certain lines of goods, for which there is not a constant demand and where a well-organized and regular follow-up system of correspondence and sales literature is kept up with the interested importers, this method is, to some extent, satisfactory and inexpensive. The second method, that of direct representation, is, however, by far the more effective and in some lines the only satisfactory means of reaching this market.

REPRESENTATION

Two methods of direct representation have been adopted: (a) the appointment of a manufacturers' agent, who regularly travels the territory. The exporter enters into a sales contract with such agent on agreed terms. Responsible and energetic agents can be recommended by this office; every possible aid is rendered them in the development of business for the exporter and their progress is watched as closely as possible with a view to keeping the Canadian end fully posted. (b) the sending out from Canada of a member of the firm's own staff. This latter is the one effective and entirely satisfactory method of obtaining overseas trade. The importer orders only those goods for which he has a demand; he rarely pushes a particular product. The manufacturers' agent has several lines to represent and can only give limited time and effort to those of any one house. The personal representative of the factory has an intimate knowledge of both factory and product, gives the whole of his time and effort to developing sales and can talk business on a 100 per cent better footing than an agent or importer. It may be argued that the volume of business would not warrant the sending overseas of a personal representative in the case of many Canadian manufacturers. The answer to such argument is that kindred manufacturers should pool their resources in overseas sales organization and, where a single factory cannot afford to send a man, five or six manufacturers producing kindred but not competing lines can each meet one-fifth or one-sixth of the expenses of such representation. With such representation also the manufacturer has greater control over the ultimate price of his product—a definite consideration in various markets—and is able in many instances to eliminate the possibilities of speculation in its distribution to the consumer. American and British manufacturers are to-day showing their practical belief in the efficacy of direct personal representation in this market, and during the past few months a number of such representatives have taken up their residence here.

Canadian manufacturers desirous of entering the export market, especially in South Africa, and who cannot at present send out a personal representative from their own factory, are strongly urged to seriously consider the question of combining with manufacturers of kindred products for representation here along the lines mentioned. In the coming days international competition will be keener than it has ever been before and only intelligent, intensive methods will succeed in securing and holding trade in this country.

A number of manufacturers in the Dominion are still marketing their products through New York or other outside brokers and selling agencies, and while the method is to be decried as against Canadian interests it is also productive of far less actual business than might be obtained through direct representation. There are numerous instances of this practice in shipments to South Africa and this office desires an opportunity of demonstrating to any such Canadian house the truth of the statement above made.

INTERNATIONAL COMPETITION

As in other export markets, international competition for trade in South Africa is on quite a different footing to what it was prior to 1914. During the later war years the United States and Japan secured a far larger percentage of this trade than in previous years, Great Britain being able only to export in a very limited way and German shipments being entirely closed down. India and Australia also made headway in various lines, while the Argentine, Brazil, Chile and certain smaller countries came into the trade in a fairly substantial way.

The Canadian export figures for South Africa have risen from \$4,321,200 in 1913 to \$10,357,700 in 1919, and the figures for the present year will show a considerable advance on the last-named amount. Canada has to-day a very definite place in South African trade; many of her products hold an enviable reputation amongst consumers throughout this territory, while a goodwill and willingness exists generally to give Canadian-made goods favourable consideration.

During the next few years the Dominion will have to meet particularly the competition of Great Britain, the United States and Germany. In this connection it may be mentoned that, on the whole, Canadian products will receive as much consideration here as the English article. A slight natural prejudice for the latter exists in many quarters as does a similar prejudice against American products amongst other buyers. Japan lost much of the headway attained during war years by reason of the fact that some of her exporters adopted unbusinesslike methods in the quality and packing of their products. To-day the Japanese is tabooed by a portion of the community because of this fact. The finding of anthrax germs in certain brushware imported from Japan has also killed the trade in that direction for some time to come. Australia will possibly suffer in regard to her future flour shipments to this country by reason of the fact that certain flour recently exported here was of so inferior a nature as to be condemned for public sale. On the other hand, this office is credibly informed that every shipment arriving from Germany is perfectly packed, equal to sample in every respect, and delivered strictly to time—neither early or late. These incidents are related, not with a view to recording either the failure of one country or the success of another, but to convince Canadian exporters of the efficiency of method and reliability of contract and promise with which the market must be approached.

Each of the competing nations is reorganizing its Trade Intelligence Service. Great Britain and the United States are approaching this matter in a very definite way throughout the territory, while the nations having only consular offices are to-day concentrating on trade efforts.

COMPETING COUNTRIES AND CHIEF COMPETITIVE LINES

The following are the chief lines in which keen competition may be expected from the countries named and of which Canadian exporters of like products will do

well to study the competing conditions with a view to a better attempt to secure South African trade.

Great Britain. Boots and shoes, brushware, clothing, cement, heavy machinery, leather, locomotives, paints, textiles, tools, woollen goods.

United States.—Agricultural implements and machinery, boots and shoes, condensed milk, canned fish, canned vegetables, enamelled ware, hardware, leather, rubber manufactures, steel products.

Germany.—Clocks and watches, hardware, heavy machinery, leather goods, machine tools, pianos, steel products.

Japan.—Aluminium ware, canned fish, cotton goods, cutlery, duck, electrical material, enamelled ware.

Norway.—Canned fish, lumber, paper.

Sweden.—Lumber, iron and steel, paper, stoves.

Australia.—Binder twine, cordage, condensed milk, flour, leather.

Argentina.—Flour, leather.

South Africa.—Boots and shoes, cement, cheese, flour, furniture, iron and steel work, paints.

AN INVITING MARKET

Distinct opportunities exist in South Africa for the following Canadian products with the return of normal trading conditions: agricultural tools and implements, automobiles, binder twine, box shooks, brushware, cement, calcium carbide, chairs and knocked down furniture, dairy supplies, dental supplies, dressed leather, flour, hosiery, hardware, lumber, machinery and machine tools, paper, paints, preserved fish, preserved vegetables, railway supplies, rubber goods, steel products, tool handles, woodenware.

Definite information and statistics in regard to the trade in each of the lines enumerated has recently appeared in the *Weekly Bulletin* in the report on South Africa's imports for 1919, and further details along specific lines, such as (a) present laid-down prices of competing items from other countries; (b) differences in type of article demanded by South African consumer, etc., will be gladly supplied by this office.

South Africa offers one of the safest and most accessible markets for Canadian exporters. A direct steamship service from Canadian Atlantic summer and winter ports, with freights offering an advantage over New York rates: A Customs preference of 3 per cent on all goods arriving in South Africa the product of Great Britain or reciprocating Dominions, and the benefit of an already established goodwill towards Canadian products, should combine in attracting to this market every Dominion producer who can set aside a portion of his output for overseas trade.

CATALOGUES AND PRICE LISTS FOR SOUTH AFRICA

The following letter has been received from the office of the Canadian Trade Commissioner in Cape Town, South Africa:—

"Canadian manufacturers issuing new catalogues and export price lists are requested to send copies to the Canadian Trade Commissioner, P.O. Box 683, Cape Town, South Africa. It would also be appreciated if the manufacturers would write to the Canadian Trade Commissioner notifying him that the catalogues were being sent, and giving any other information that would assist the Trade Commissioner in bringing the articles to the attention of South African importers."

MEXICO AS A FIELD FOR EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

III. Agricultural Resources of Mexico

SOIL AND CLIMATE FAVOURABLE

The soil and climatic conditions in Mexico are so favourable to agriculture that it has been estimated that 95 per cent of the world's food producing and fibrous plants can be grown there with success. The cultivated surface of Mexico is 193,000 square miles, or about 25 per cent of the total area, while it is estimated that 80 per cent of Mexico's total area is capable of being utilized for agriculture. In spite of revolution, the exports of agricultural products, including live stock, during 1918, amounted in value to \$74,253,500, nearly all of which went to the United States. It is at present extremely difficult to obtain complete and reliable statistics of any kind in Mexico, but the following table recently compiled by the Department of Agriculture of the Mexican Government for the International Institute of Agriculture at Rome shows the average production of the principal crops for the years 1901 to 1910, and the production for 1918. No statistics for the recent revolutionary period are available. It will be noted that production had steadily increased up to 1910, when Revolution started to show its head. And in spite of the disturbed conditions, the economic life of the country not only continued but developed in some respects, as evidenced by the increase in the production of henequen, coffee, and cotton. The production of such crops as cereals and sugar, however, grown on the highlands of central and northern Mexico, where revolutionary activity was most intense, shows decreases.

	Average annual production in kg., 1901-1905	Average annual production in kg., 1906-1910	Production in kg., 1918
Rice.. . . .	22,498,932	31,033,637	18,214,154
Barley.. . . .	389,037,970	445,396,850	375,618,006
Corn.. . . .	2,156,524,860	3,219,624,240	1,930,121,332
Wheat.. . . .	280,177,419	306,782,890	284,942,883
Beans.. . . .	174,287,570	163,397,200	132,203,221
Chickpeas.. . . .	41,622,120	60,535,620	69,303,650
Sweet potatoes.. . . .	30,082,155	22,936,645	19,843,468
Potatoes.. . . .	12,113,746	20,069,642	12,289,975
Green chile.. . . .	40,366,920	56,251,716	30,538,950
Dry chile.. . . .	8,276,582	9,809,031	6,235,618
Sugar cane.. . . .	1,907,054,269	2,257,144,953	1,274,132,916
Sugar.. . . .	89,509,319	105,887,340	66,445,489
Cane syrup.. . . .	79,648,746	74,546,666	55,406,684
Honey.. . . .	58,537,089	85,226,502	49,983,150
Peanuts.. . . .	7,270,272	6,628,980	4,724,439
Cotton.. . . .	56,837,515	40,506,796	79,292,700
Henequen.. . . .	90,922,804	84,840,287	168,066,682
Cocoa.. . . .	2,234,399	2,906,021	2,500,000
Coffee.. . . .	28,138,790	35,788,007	47,582,540
Vanilla.. . . .	141,863	188,005	91,928
Tobacco.. . . .	12,109,168	14,395,321	12,683,934
Ixtle fibre.. . . .	.....	55,367,517	—
Chicle.. . . .	.....	2,719,299	—
Guayule rubber.. . . .	.....	24,262,500	—

NOTE.—A kilogramme is equal to 2½ pounds avoirdupois.

PRODUCTION OF CEREALS

Maize or Indian corn supplies literally the bread of life for the vast majority of the inhabitants of Mexico. It is generally eaten in the form of the *tortilla* or a sort of pancake so universal throughout the country. Before the Revolution the normal production was about 100,000,000 bushels, a quantity which fell short of domestic requirements. Scarcity of corn has been in fact one of the potent causes of revolu-

tions in Mexico, and the present Government are making urgent efforts to increase corn production throughout the country. Happily, corn production is increasing. In many sections two crops a year are taken off the soil, and in some districts every available foot of land, even reaching high up on the steep mountain slopes, has been put under the cultivation of corn and wheat. The great central plateau of northern Mexico, with its elevation of from 6,000 to 9,000 feet above sea level, grows the bulk of Mexico's cereal crops. For many years cereal production has been assisted in some localities by extensive irrigation, making it possible in some instances for one crop of wheat and two of corn to be taken off the same soil within the year. In recent years, however, Mexico has not grown sufficient wheat for her home consumption—probably less than 10,000,000 bushels annually—and has had to import several hundred thousand barrels of flour yearly to make bread.



Planting cane in virgin soil on the Redo plantation. Stumps and roots are left to rot between the furrows.

Barley and rye are grown in central Mexico chiefly for brewing or distilling purposes, the former yielding some seven or eight million bushels. Rice is grown in Colima, Guerrero, and Morelos to the extent of 1,500,000 bushels. The popular *frijol* or Mexican bean is grown in every state in Mexico, the crop having an annual value of about \$7,500,000, practically all consumed in Mexico. The *garbanzo* (chick pea), which also appears regularly at all Spanish meals, is cultivated in nearly every state. The cultivation of the chick pea has become a growing industry in the Pacific coast states of Sinaloa and Sonora, which exported in 1918 over 25,000 tons valued at \$4,500,000 to the United States. President Obregon did much to develop this industry and is reputed to be the "chick-pea king" of Mexico.

MIGHT BE A GREAT SUGAR PRODUCER

Mexico could be one of the greatest sugar-producing countries of the world. Less than one-fifteenth of the available sugar-cane lands has ever been used for growing

cane, and at the present time at least a third of that amount is idle owing to destruction of sugar mills by revolutionaries. Sugar cane is being successfully grown not only in *las tierras calientes* states of Sinaloa and Vera Cruz, but on the highland states of the central plateau. The soil in the lowlands being richer and more moist, requires replanting of cane only every six to ten years, whereas on the dry highlands cane must be planted every two or three years. On the other hand, the latter cane has a much higher sucrose content, running up to 18 per cent, as compared with 12 per cent in Cuba. Very little capital has been invested in the sugar industry in Mexico, and the existent mills are small and insufficient. Local sugar is often made in a very primitive fashion, as maple sugar is made by the small Canadian farmer. The meagreness of the Mexican sugar industry compared with what Mexico might do in sugar may be realized when it is stated that the entire annual sugar production of Mexico—some one hundred thousand tons—is surpassed by more than one of Cuba's 200 great sugar mills. From experience gleaned in both countries, the writer is of the opinion that with sufficient capital sugar could be produced more cheaply in Mexico than in Cuba. Plenty of agricultural labour may be had in Mexico for less than a dollar a day, as compared with five dollars in Cuba, while in the country districts cost of living is much lower in Mexico than in Cuba. Given settled political conditions and sufficient capital, Mexico should develop into one of the great sugar-producing countries of the world.

COTTON PRODUCTION

The great cotton belt of Mexico comprises what is known as the Laguno district, which includes portions of the states of Chihuahua, Coahuila, Nuevo Leon, Tamaulipas, Durango, Zacatecas, and San Luis Potosi. Cotton production in Mexico has quadrupled in the last twenty-five years, the 1918 crop of 79,000,000 kilogrammes being the largest on record. In that year 50,000 bales were exported, it is said, to Japan and the United States. The ravages of the boll weevil have reduced the 1919 and 1920 crop, however, and Mexican textile industries have this year been importing cotton from the United States.

A FINE QUALITY OF TOBACCO

The state of Vera Cruz produces tobacco which is considered by many as equal in aroma and colour to Havana tobacco. Mexico, however, produces little more tobacco than is necessary for her own population. For several years the annual production has been between twenty-five and thirty million pounds. Before the European war, Mexico exported annually about 2,000,000 pounds of leaf tobacco, chiefly to Germany and Belgium. In 1913 Canada imported 106,455 pounds valued at \$28,913.

GUAYULE RUBBER

The extraction of rubber from the shrub known as the guayule is one of Mexico's most modern and successful industries. The guayule shrub grows in the sterile soil of the mountainous districts of northern Mexico and has an average life of fifteen years. A good sample of ordinary guayule rubber gave the following analysis: rubber, 57.28 per cent; resin, 19.35 per cent; water, 20.69 per cent; inorganic impurities, 2.68 per cent. While not as pure as the best Para rubber, it has proven quite adaptable for the manufacture of rubber goods of every description and is commercially profitable. Beginning in 1902, the industry grew until in 1911 nearly 20,000,000 pounds of guayule rubber were exported. During the Revolution the industry had a temporary set-back, but it is again rapidly developing, many new guayule plantations being set out.

SISAL OR HENEQUEN FIBRE

The production of this fibre is one of the leading agricultural industries of Mexico, particularly of the state of Yucatan. Its importance for Yucatan may be gauged from

the exportation from that state, which reached in 1918 a total of 600,000 bales valued at \$24,000,000. The fibre is extracted from a plant of the Agave family, the refuse pulp making excellent cattle food. The principal demand for the raw fibre is for use in the manufacture of binder twine in the United States and Canada. Canadian import statistics, however, show but an infinitesimal quantity of raw "sisal grass" entering Canada direct from Mexico compared with the large amount that must come from some source for the manufacture of binder twine for the Canadian farmer. Henequen fibre also enters largely into the manufacture of cordage and certain fabrics. The henequen planters of Yucatan are well organized and recently sent a trade commissioner to Argentina for the purpose of studying that market.

TULE FIBRE

Tule fibre is produced and grows in large quantities on the banks of rivers and lakes, particularly in the state of Vera Cruz. This fibre has been practically unex-



A living house always painted a fresh green—made of growing cactus plants in central Mexico.

ploited and can be purchased at very low prices. This fibre is not very strong, but is adaptable for use in the manufacture of rugs and carpets and for filling cushion seats of motor cars and railway passenger cars.

CHICLE

Another article but little exploited in Mexico in comparison with its possibilities is chicle—a very fine quality of rubber extracted from the *chico* tree and used extensively for the manufacture of chewing gum. Chicle is chiefly produced in the states of Yucatan, Campeche and Quintana Roo, the latter being the most important. In 1913, Mexico exported to Canada alone 5,511,963 pounds of chicle, valued at \$1,758,599. This trade fell off during the war, however, and in 1920 Canada bought only 755,282 pounds, valued at \$610,857. Chicle is now said to be bringing a dollar a pound in Campeche.

IXTLE FIBRE

The maguey plant, grown so extensively around Mexico City, for its *pulque* drink, also produces a fibre called "Ixtle," which is used for the manufacture of cordage and rope. Mexico produced some 100,000,000 pounds of Ixtle annually before the revolution, but since then the industry has fallen off. Canada imported practically none of this fibre until 1920, when the Canadian Customs returns gave 66,100 pounds, valued at \$81,749, entering Canada.

COFFEE AND COCOA.

The Mexican Gulf coast has proven very adaptable for the cultivation of coffee. The production of this commodity has quadrupled in twenty years, over 47,000,000 pounds being produced in 1918. Canada has for many years been an importer of green coffee from Mexico. In 1914, Canada bought some 1,400,000 pounds and in 1920 some 500,000 pounds, valued at \$120,000. The cocoa industry is as yet small, only 2,500,000 pounds being produced in 1918.

VEGETABLE OILS AND EXTRACTS

Mexico produces a large number of plants yielding oils and extracts, but no great industry has as yet been developed from them. Examples of these are the pinon, yielding 16 per cent of a strong cathartic oil; the castor oil bean yielding 40 per cent of that oil; the *ajonjoli* (*sesame indicum*), yielding 33 per cent of a soft sweet oil; peanut oil, cocoanut oil, and many other varieties including medicinal extracts and vanilla.

FRUITS AND VEGETABLES

There is scarcely a fruit to be found in the world that is not grown in Mexico, including such typical Canadian fruits as apples, pears, plums, grapes and strawberries. Large quantities of Mexican oranges used to be exported to the United States until a disease developed which caused them to be barred from the United States. Canada imported Mexican oranges in 1918 to the value of \$19,645. The principal orange states are Sonora and Vera Cruz. Bananas are also exported to the United States to the value of several million dollars, and banana flour is now being manufactured in Mexico, which to some extent is taking the place of wheat flour amongst the poorer classes. The state of Sinaloa has recently developed an export trade in winter tomatoes to the United States, tomatoes to the value of \$562,138 being exported during the first six months of 1920 through the United States consulate at Nogales alone. Mexico produces annually over 100,000,000 pounds of honey. Honey exports in 1912 were 1,700,000 pounds, valued at \$135,000.

LIVESTOCK

Cattle-raising has always been one of the most important industries of Mexico, and the vast *haciendas* of northern Mexico used to contain herds of hundreds of thousands of head of cattle which were broken up by the revolution. In round numbers, there were in Mexico in 1910 about 5,000,000 head of cattle, 800,000 horses, 300,000 mules, 250,000 asses, 5,000,000 sheep, 4,000,000 goats, and 600,000 hogs. In 1912, Mexico exported 272,381 head of cattle valued at about \$3,500,000. As a by-product of the livestock industry, hides and skins have been exported from Mexico for many years. In 1912, the value of cattle hides exported was \$4,224,200, of goat skins \$1,225,118, of deer hides \$190,000—nearly all to the United States. Canada's imports of raw hides and skins from Mexico were greater in 1920 than in any other year on record, amounting in value to \$103,031, compared with \$33,139 in 1913 and \$9,600 in 1910. It is interesting to note that the domestic turkey thrives extra-

ordinarily well in Mexico. The Canadian farmer finds him a delicate bird, but the Mexican turkey drover brings huge flocks to maturity with very few losses and practically no cost.

THE AGRARIAN PROBLEM

One of the Ministers of the present Mexican Cabinet told the writer that with the solution of the agrarian problem most of Mexico's troubles would vanish. But it is doubtful if the agrarian problem facing the present Mexican Government can be solved satisfactorily inside of a generation. The situation, in short, has been that the land has been held by large proprietors (usually residing in Europe or Mexico City), who own *haciendas* amounting sometimes to over a hundred thousand acres, and that the small farmer and the Mexican agricultural workers want this land themselves. As a fact they are now getting it in many cases, but it is doubtful if the small proprietor by himself can do as well as the large plantation owner. In the past, the Mexican agrarian system has been something like this. The *haciendado* or great land-owner gives out parcels of land to be worked by the peon, who is supplied with oxen, machinery, tools, seed, etc., by his master, and in return the *haciendado* receives a large percentage of all crops harvested. The peon is credited with a share of these crops, which he usually receives in the form of credit at a store established by his employer. The result is that the peon is kept a perpetual debtor to the estate, as he cannot leave till his indebtedness is liquidated, except in the sacred cause of revolution. Naturally, there have been many revolutions. Now create a small landed proprietor out of the peon by dividing up these estates, and the most potent contributory cause of revolution forthwith vanishes. The peon will not leave the land to join every new fandangled revolution that comes along, if the land is his own. Therefore, take the land away from the great proprietors and give it to the peon. This is exactly what is being done in certain of the Mexican states.

The state of Sonora, for example, is solving its own agrarian problem in the following manner. This state legislature recently passed a law empowering the governor of the state to sequester all large landed estates and to name a commission to appraise these lands and to apportion them among the soldiers of Madero's army at a value set by the commission, payment to be made in twenty equal annual instalments, deferred payments carrying no interest. This law adds that the state of Sonora engages to make every effort to see that these payments are made to the original owners of the land so sequestered, but expressly stipulates that the state assumes no liability for the non-payment of any sums due on such lands. Under the provisions of this law, no holding of land larger than 300 hectares (741 acres) shall be allowed to any one person and this maximum amount only for grazing lands. Some residents of Mexico claim that this sort of legislation is only a mild form of Bolshevism, and that the original owners will never be paid for their land. At any rate, other states are standing by watching Sonora's experiment, ready to adopt similar measures if it is successful. In this respect the Federal Mexican Government seems to have succeeded in "passing the buck". The writer was formally assured, however, by a prominent member of the Federal Government that there was no intention on their part of sequestering well administered producing properties owned by foreigners.

This sort of legislation, if generally adopted throughout the Republic, will certainly solve one aspect of the agrarian problem in that it will put the peon on the land. It is another question though, whether the peon will succeed in increasing or even maintaining production from the soil on his own proprietorship. However, the Department of Agriculture is being organized to assist the small farmer in every possible way to cultivate the soil intelligently by means of agricultural colleges, experimental stations, paid travelling instructors, and subsidized agricultural societies, in the schools and villages. The writer was conducted through the experimental

station at Mexico City by courteous, enthusiastic government officials and he found it to compare very favourably indeed with similar establishments in Canada. Both instructors and pupils were doing excellent work and were intensely enthusiastic over the coming development of agriculture in Mexico. The Federal Government has also formed a department for the purchase of modern agricultural machinery to be resold to farmers on easy payment plans without interest. This department is quite successful and a good deal of machinery is being sold, although in some districts modern machinery has not proved a success owing to peculiar local conditions and to the cheapness of peon labour. This is particularly true of tractors, which are very expensive to operate. In conclusion, the writer is inclined to believe that agriculture is on the eve of a considerable development in Mexico.

IMPORTS OF FISH INTO CHINA

TRADE COMMISSIONER J. W. ROSS

Shanghai, December 4, 1920.—Fish has constituted one of the chief articles of food of the Chinese people from time immemorial. The ever present demands for food by the many millions of the Chinese people make it necessary that every source of supply, however meagre, should be utilized, and this is not neglected in the matter of fish and fishery products. Every kind of fish is made use of, and every possible method of fishing is practised, nets, traps, and lines of a multitude of kinds are employed, and fishing even by trained cormorants is in daily practice on many of the interior lakes and streams throughout the country.

China has a seacoast line of 2,250 miles, but if all the bays and indentations are reckoned, this would be increased almost double, and throughout this entire distance fishing operations are constantly being carried on. In the north the Gulf of Pechili is a fruitful fishing ground. Off the coast of Shantung Province is another. Extensive fishing operations are also conducted from Wei-hai-wei. The fishing grounds in the vicinity of Ningpo are of much importance, and all down the southern coast, and about the Chusan Islands, as far as Hongkong, the fishing industry is the regular employment of many thousands of people. In addition to those very extensive sea fisheries, which produce thousands of tons of various kinds of fish annually on all the interior waterways of this country—lakes, rivers, streams and canals—fishing on a smaller scale is constantly going on.

In considering China as a market for food products of any kind, it must be borne in mind that cost must regulate the demand. China must have cheap food, and this applies to fish as to everything else. A study of the table printed below will show that nearly all the fish imported into China is furnished by near-by countries—Hongkong, Macao, Russia, Singapore and Japan—imports from the first-named constituting 50 per cent of the total. The reason why Hongkong is given as the source of origin of such a great quantity is easily explained. Hongkong is the receiving point for much of the fish obtained all along the southern coast, the Chusan Islands and Formosan Straits, the catch from all those extensive fishing grounds being sent to Hongkong to be finally distributed throughout the towns and cities of Southern China. All of this fish, as well as that coming from Japan and elsewhere, is the common fish of local waters much of which, however, is of excellent quality and abundantly serves the needs of the Chinese people, and with which foreign fish cannot hope to compete in price.

About the only foreign fish of any importance that is coming to China is some Amur River salmon, and some dry salted herring from Canada and United States Pacific ports, but from the figures of the trade for 1919 it will be seen that the quantities imported are not great.

FISH IN TINS

A certain demand exists in this market for fish in tins, principally for consumption by the foreign population. It is impossible, however, to give any estimate of the quantity imported, for no separate returns are kept by the Chinese Customs of such commodities. Imports of this class are either entered among household stores, or under fish and fishery products, but no specific returns are given out. Present retail prices for such kinds of fish are hereunder given, as far as they can be arrived at in Canadian currency.

Salted Fish

Codfish, boneless.. . . . .	..lb.	\$0 27
“ fancy 2 lb. boxes.. . . . .	..box	0 60
Herring, American.. . . . .	..each	0 14
Salmon bellies, American.. . . . .	..lb.	0 53
Mackerel, American..	“	0 27

Fish Balls

Norwegian, 1 lb. tin	tin	\$0 27
2 " "	"	0 50
Boston, 1 lb. tin	"	0 27

Lobsters

C. & B., 1 lb. tin..	tin	\$1 17
" $\frac{1}{2}$ "	"	0 60
Red Jacket, $\frac{1}{2}$ lb. tin..	"	0 60
Getz Best, $\frac{1}{2}$ lb. tin..	"	0 60

Finnan Haddock

C. & B., 1 lb. tin.....	tin	\$0 40
Mortons, 1 lb. tin.....	"	0 33
" $\frac{1}{2}$ " ".....	"	0 20

Herrings

C. & B., 1 lb. tin.....	tin	\$0 40
Mortons, 1 lb. tin.....	"	0 33
" " ".....	"	0 20
Canadian, 1 lb. tin.....	"	0 33
" " ".....	"	0 18
H. a la Sardines C. & B., 1 lb. tin.....	"	0 42
H.'s in tomato sauce, 1 lb. tin.....	"	0 33
" smoked, 1 lb. tin.....	"	0 27
" fresh, 1 lb. tin.....	"	0 33
" dried Red C. & B., 12 in tin.....	"	1 00

Salmon in Tins

Getz Best, Pink, $\frac{1}{2}$ lb. tin	tin	\$0 33
1 " " " " " "	"	0 60
Libbys, $\frac{1}{2}$ lb. tin	"	0 27
1 " " " " " "	"	0 40
Daisy brand, 1 lb. tin	"	0 40
Walrus brand, 1 lb. tin	"	0 33
Our Flag, 1 lb. tin	"	0 30

Pilchards

Snow Cap brand, $\frac{1}{2}$ lb. tin tin	\$0.20
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Yarmouth Bloaters

C. & B., 1 lb. tin..	tin	\$0 40
Mortons, 1 lb. tin..	"	0 40
Moirs Bloaters in Butter..	"	0 42

IMPORTS OF FISH INTO CHINA 1919

Imported from	Quantity Piculs	Value—C.C. Approximately
Hong Kong.. . . .	563,845	\$ 7,047,247
Macao.. . . .	267,526	1,793,111
French Indo-China.. . . .	232	6,943
Siam.. . . .	1,046	16,190
Singapore and Straits Settlements ..	20,417	565,749
Dutch Indies.. . . .	576	8,136
British India.. . . .	1,487	37,335
Great Britain.. . . .	2,949	18,981
France.. . . .	3	40
Russia, Frontier.. . . .	14,419	105,240
“ Amur.. . . .	1,945	17,245
“ Pacific ports.. . . .	99,158	634,716
Korea.. . . .	90,362	584,445
Japan and Formosa.. . . .	349,770	3,212,948
Philippines.. . . .	11	128
Canada.. . . .	2,010	14,110
United States.. . . .	272	4,399
Total.. . . .	1,416,028 piculs or 944,000 tons	\$14,066,963 C.C.

Piculs 15=Ton 1=2,000 pounds.

THE CONGESTION IN HAVANA HARBOUR

According to a statement issued by the United States Council of National Defence on January 12, 1921, there is no special change in conditions at port of Havana. There were seventy-four American ships in Havana harbour at that time. The parcels post should be used as much as possible for merchandise of small bulk in order to avoid delay in shipment.

PHOTOGRAPHS OF MANUFACTURED ARTICLES FOR OFFICES OF
CANADIAN TRADE COMMISSIONERS

Canadian manufacturers are requested to send not only catalogues but photographs of manufactured articles to the offices of the Canadian Trade Commissioners. If each manufacturer interested in export trade would prepare an album containing photographs of the articles which he wishes to export and send an album of photographs to each of the Canadian Trade Commissioners it would help the commissioners to advertise Canadian products and bring them to the attention of importers in the countries where they are stationed.

The addresses of the Trade Commissioners are published every week in the *Weekly Bulletin*. In this week's issue they appear on page 166.

PAPER PRICES REDUCED IN SWITZERLAND

The Swiss Federation of Paper Manufacturers have decided, in accordance with an agreement made with the Swiss Federal Department of Public Economy, to reduce the price of paper 30 per cent beginning December 16, 1920, writes Consul Thornwall Haynes in the *United States Commerce Reports*. Newspapers and all printing businesses seem satisfied with this decision, and some assert that such reduction will allow those national industries which were suffering a paper crisis to regain their normal condition. The Government has met its promise not to bar the entrance of foreign paper until domestic manufacturers made a reduction in price. Though such a prohibition has not yet become effective, it is thought the Government may take such steps.

INVOICE REQUIREMENTS AND CONSULAR REGULATIONS OF OTHER COUNTRIES

Venezuela

The following information respecting documents required for shipments of merchandise from Canada to Venezuela has been furnished by B. Hernandez, Consul of Venezuela at Montreal:—

Article 56.—Shippers, at foreign ports, of merchandise bound for Venezuela, shall present to the Venezuelan Consul or to the person acting in his behalf, a signed invoice (in quadruplicate), written in Spanish, wherein the following data shall be stated under oath, viz:—

1. The name of shipper, that of consignee, the port of shipment, the Venezuelan port of destination, the class, nationality and name of the vessel;

2. The marks and number of each package, its contents, its class (whether case, barrel, etc.), its gross weight in kilograms, spelled out and also expressed in figures, and its value in gold at the port of shipment in the currency of the respective country.

The number of packages and their weight and value shall be totalled at the foot of respective columns, and their sum expressed in figures.

HOW GOODS ARE TO BE DESCRIBED

The contents of packages shall be stated by declaring each class of merchandise in the terms as specified in the Tariff Law or with the Tariff Classification corresponding to merchandise not specified therein. There may be added any explanatory reference that the shipper may deem useful.

It shall not be permitted to use dittos (""), nor abbreviations of any kind whatsoever in the text of the invoice. Words, figures or signs crossed out or interlined shall have to be noted at the foot of the invoice before the signature of the shipper. No blank lines shall be allowed in the text of the invoice.

Whenever there is a shipment of merchandise not specified in any of the Tariff Classifications, shippers shall have to state this circumstance on the invoice and they shall describe the merchandise with the greatest clearness, indicating its composition, material or materials and its use or application.

Packages of similar class, size, shape and contents may have the same mark and only one number, and be embraced by one single declaration. Outside of this case, it is prohibited to include in the same invoice two or more packages having the same mark and number. It shall be permitted, however, to include in the same declaration (even if packages have the same number), all packages having the same contents although of different weights and shapes; in which case specification shall be made in the text of the declaration of the individual weight, and in the corresponding column the total weight of lot.

Whenever a package contains merchandise with various tariff rates, the net weight of each class of merchandise shall be declared and also the total weight of tare. Should this requirement be omitted, it shall be considered, when computing the duties, as if the package contained merchandise of the highest rate therein.

DECLARATION ON INVOICE

Before signing the Consular invoice, the following clause must be added: "Declaramos bajo juramento que los datos contenidos en esta factura son exactos."

Article 61.—Consular officers shall refuse to certify and clear invoices presented to them in the following instances:—

When invoices do not contain the data required by Article 56.

When they contain articles the importation of which is prohibited.

When the declared value of merchandise is flagrantly false.

PAPERS NOT IN SPANISH LANGUAGE

Article 71.—If shippers should present the papers in a foreign language, because of their unfamiliarity with the Spanish language, consular officers shall charge for original and one copy of document \$3.00, when original does not exceed 30 lines, and \$0.03 for each additional line.

Article 73.—Whenever there is a change to be made in consular documents, after the latter have been certified, the consular officer shall write a note at the foot stating what is the alteration to be made and will sign the said note.

Article 145.—The consignee appearing in Consular Invoice is the importer of merchandise shipped abroad to a Venezuelan port of destination, and for the purposes of the present law, the said consignee is considered as the owner of the goods.

SAMPLES FREE OF DUTY

Article 245.—Samples which, for convenience, are imported in small pieces and cannot be offered for sale, shall be admitted free of duty provided that the requirements of the Tariff Law in that respect are complied with.

"TO ORDER" SHIPMENTS PENALIZED

Article 251.—Captains bringing merchandise to order, and this circumstance appearing in the manifest and bills of lading, shall be subject to a fine varying between 500 and 2,500 Bolívares and also to a surcharge of 25 per cent upon the import duties that such merchandise may cause.

Article 323.—Excepting the special provisions that may be applicable thereto elsewhere, all products for transit trade shall be subject to all formalities, requirements and penalties established by law as affecting merchandise imported into Venezuela from foreign countries.

CARGO MANIFEST REQUIRED

Article 51.—The captains of vessels who accept cargoes for Venezuela in foreign ports should present in triplicate to the Venezuela Consul or to his representatives in each port of loading the cargo manifests which he accepts for each Venezuelan port. The cargo destined for each Venezuelan port should be shown under separate manifests.

These manifests ought to be written in Spanish and signed by the captain, who under oath must declare clearly, and in order, each item as follows:—

The nature, nationality, volume, name of the vessel and the name of the captain.
The name of the Venezuelan port of destination.

The names of the shippers of the merchandise and those of the consignees in the respective Venezuelan ports.

Bill of lading numbers of the cargo specified in the manifests.

The marks and numbers of the packages and their class.

The quantity, weight and contents of the packages, according to the bill of lading.

The sum total of parcels which make up the manifests, expressed in figures and in words.

Article 52.—Together with the manifests a captain should present in duplicate the signed bill of lading of the cargo which makes up his manifests.

Article 53.—The captains of all vessels in ballast to Venezuelan ports must forward a manifest in writing to the consular agent under oath, stating the nature of the ballast.

WHERE THERE IS NO VENEZUELAN CONSUL

Article 72.—In ports where there is no Venezuelan consular official, it is necessary to present the required documents to the consular agent of some friendly nation. If in case there is no such an official or if he is unwilling to certify them, two merchants may certify the documents in this case and their signatures should be witnessed by a notary.

TRANSHIPMENT

Article 78.—When merchandise is consigned to Venezuela but must be transhipped or unloaded in transit in some intermediate port, to be forwarded to its destination in another vessel, it is necessary to present through the consular official at the port of origin, a manifest specially setting out such merchandise, together with bills of lading and invoices, and the numbers and other requirements mentioned in articles 51, 52 and 53, expressing in these documents the port of transhipment or disembarkation of the merchandise, and if it is possible, giving the name of the vessel which will carry the merchandise to its Venezuelan destination.

OBTAINING CONSULAR FORMS

Canadian exporters may obtain blank forms of consular invoices from a Venezuelan Consul, or may have forms printed from a model similar to those supplied by the Venezuelan Consul, facsimile of which is herewith reproduced.

WHERE INVOICES ARE TO BE CERTIFIED

The invoices may be certified in Canada even if the goods are placed on board a steamer in New York or any other foreign port, providing that the goods in question are shipped from Canada by water and that the customary formalities in regard to transhipment of goods are fulfilled. In case of shipment by rail to New York, the invoices have to be presented to the consul of Venezuela in New York for his legalization.

CONSULAR FEES

Article 57.—The administration of the consular revenue falls under the control of the Ministry of Finance. This revenue is made up of the fees due for the services of consular officials, according to the following tariff:—

1st.—For the certification of three copies of a consular invoice, one per cent of the total value of the invoice shall be paid, provided that the minimum fee shall be five bolivars. No fee shall be charged for the certification of three copies of the bill of lading corresponding to each consular invoice. (Bolívar=franc or 19.3 cents.)

2nd.—For the certification of three copies of a shipping bill, fifteen centimes of a bolívar for each package comprised in the said shipping bill provided that the minimum fee shall be ten bolivars. (Bolívar=100 centimes.)

3rd.—For issuing or vising bills of health: sailing ships, ten bolivars; steamships, thirty bolivars.

4th.—For the certification of clearance in ballast: sailing ships, ten bolivars, and steamships, twenty-five bolivars.

5th.—For the certification of transhipment, twenty-five bolivars.

6th.—For any certification which is made in shipping bills or invoice on account of changes in the cargo, ten bolivars.

PARCELS SENT BY POST

Parcels sent by post to Venezuela do not require a consular invoice. Nevertheless, goods sent by parcel post should be declared under the tariff regulations for imports into Venezuela, and should be accompanied by four copies of each declaration. Usually, Venezuelan importers indicate to exporters how goods should be declared.

THE PRAGUE FAIR

The following statement regarding the Prague Fair, which we have received from the consul of the Czecho-Slovak Republic in Montreal, will be of interest to Canadian manufacturers as showing that the Czecho-Slovak Republic will be a competitor in the world's markets.

The Czecho-Slovak Republic, because of its inland position, does not possess a direct contact with the natural beaten paths and established centres of international trade. The difficult post-war conditions existing in transportation and in the problem of exchange are likewise a great obstacle in the formation of new commercial relations with the outside world. Though the new Czecho-Slovak Republic has about 80 per cent of the industries of the late Austria-Hungary, on the other hand it has but fourteen million of the fifty million inhabitants of the former Austro-Hungarian monarchy. It is therefore apparent that the export of manufactured articles is a basic condition upon which the industrial existence of Czecho-Slovakia depends. The Republic, however, is a greater importer of raw materials, especially for its textile industry. Annual wool and cotton imports alone are needed to the extent of ninety million dollars in value. The formation of direct trade connections with the outside world, the establishment of new markets for the products of Czecho-Slovak industry—these are momentous and difficult problems for the new Czecho-Slovak state.

Natural and extensive foreign markets for the Czecho-Slovak Republic are without doubt the southeastern parts of Europe, the Balkans, Roumania, Jugo-Slavia, also Poland and Russia, all being countries which are industrially undeveloped.

From the foregoing considerations there arose a desire not only to facilitate the exchange of goods in the home market of the Czecho-Slovak Republic, but to make possible the penetration of foreign markets and to work out this problem systematically with a view to permanent advantages. This gave the impetus to the organizing of the Czecho-Slovak Fair for exhibiting samples intended for the wholesale trade.

The first fair was held at Prague from the 12th to the 28th of September of last year and in spite of many initial difficulties there were 2,740 exhibitors both foreign and domestic, whose exhibits occupied about 30,000 square meters. For lack of space only one-half of the exhibits could be installed. Yet this first attempt of the Prague Fair exceeded in size all previous beginnings of other fairs held in Europe, and it was visited by about 400,000 people, among whom were a large number of visiting purchasers and merchants from all parts of the world. In future the Prague Fair will be held semi-annually, in the spring and fall. At the present time a project is under consideration for the erection of new buildings which will be adequate for housing all the exhibits. The organization of the fair will be enlarged and the work intensified especially with a view of advertising it thoroughly abroad.

TRADE REVIVAL IN GUATEMALA

(London Times Trade Supplement)

A strong and immediate revival of trade is to be anticipated with Guatemala, where the new Government is displaying good business proclivities. It is regarded as certain that much construction work will be commenced in the coming spring. A good outlet for motor boats suitable for either the coastal or inland waterways service exists, and a good demand for all kinds of agricultural machinery should be found. British manufacturers of saw-mill plant and wood-working materials generally should lose no time in sending details of their manufactures to their agents in Guatemala, and in this connection emphasis should be placed on the fact that all lists, etc., should be in Spanish, and not English. They should, if possible, be profusely illustrated, preferably in colours.

AUSTRALIAN EMBARGO ON IMPORTATION OF CARBIDE OF CALCIUM

TRADE COMMISSIONER D. H. ROSS

Melbourne, December 20, 1920.—A proclamation, issued early in December by the Commonwealth Minister for Trade and Customs, prohibits the importation of carbide of calcium into Australia unless the consent of the minister has first been obtained.

It is understood that the embargo was imposed to prevent the "dumping" of carbide into Australia, which it is claimed was destroying the industry established (in war years) in Tasmania, and that it would be limited to twelve months.

It is claimed that while the Tasmanian company (the only makers of carbide in Australia) had between 600 and 700 tons of carbide in stock, over 1,500 tons from overseas were held in Australia, and that the local product could not compete in price, although enjoying the advantage of a duty of £7 10s. per ton against importations, and the natural protection of comparatively heavy ocean freights.

So far as can be ascertained, the market quotation for Tasmanian carbide was about £35 per ton, while Scandinavian was quoted lower, and Japanese ranged from £25 to £32 per ton. Little Canadian carbide has been imported for some time.

The Tasmanian company has had many difficulties to contend with since its inception, chiefly owing to the unsuitability of electrodes, originally imported from the United Kingdom early in the war, and the difficulty of afterwards replacing them. This and other troubles are reported to have caused the company to incur heavy liabilities and to now require the addition of some £120,000 extra capital, which it is proposed to raise in London under a guarantee by the State Government of Tasmania of the payment of interest at the rate of 6 per cent per annum for a period of ten years.

The latest year for which statistics are available is 1918-19, when 3,120 tons of carbide valued at £144,288 were imported. Of this quantity Japan supplied 2,807 tons, Canada 282 tons, the United States 29 tons, and the United Kingdom 2 tons.

ELECTRICAL EQUIPMENT FOR AUSTRALIA

A cablegram from Mr. D. H. Ross, Canadian Government Trade Commissioner in Melbourne, Australia, dated January 17, 1921, says: Tenders for the Electricity Commissioners of the Government of Victoria, Australia, in connection with the Morwell power scheme for transmission of electric power from lignite coal fields to Melbourne closes on March 31, 1921, and tenders must be mailed in time to leave San Francisco on February 28, 1921.

MARKET FOR VARIED PRODUCTS IN VENEZUELA

(London Times Trade Supplement)

Venezuela offers a ready market for fine and coarse earthenware, china, and glass; for cutlery and table silver; for domestic utensils, especially good, hard-wearing grades of enamelled ware. Certain foodstuffs and drinks are also invariably imported, as wines and spirits (aerated drinks are now made locally), biscuits, and good grades of confectionery and sweets; pickles, jams, and preserved fruits; fine-grade canned fish and meats; pickles and sauces.

The wave of prosperity since the early part of the war, reflected by the numbers of splendid new houses in the suburbs of Caracas and by the appearance of hundreds of motor-cars in the well-kept streets, has brought about a demand for fine furniture, decorations, glass, and high-grade household linens and silk goods. The standard of luxury and comfort has undoubtedly risen.

FINANCIAL AND TRADE NOTES FROM NEW ZEALAND

TRADE COMMISSIONER W. A. BEDDOE

Financial Situation

Auckland, November 17, 1920.—The money situation is somewhat embarrassing, but in no sense is it intended to convey any reflection on the solvency of the New Zealand commercial man.

The fact that the imports for the past nine months total £43,179,644, or £7,994,077 in excess of exports, has brought about a peculiar situation. The banks find that while they have plenty of funds here, that they have no funds in London to negotiate drafts on New Zealand. The selling rate of exchange has been raised to 20s. per cent and the telegraphic rate to 30s. per cent, and this situation will not vary until this season's produce arrives in Britain to provide funds for the banks to negotiate drafts for the imports.

Canadian Imports for Quarter ended September 30

The figures given below disclose that for the quarter ended September 30, 1920, the imports were £615,032, as against £365,571 for the corresponding quarter of 1919, an increase as against the corresponding quarter of 1919 of £249,461. The largest increases are in fish, chocolate, apparel, ground paints, iron and steel bars, paper-hangings, printing paper, and motor car accessories. The business with Canada, in so far as figures would indicate, is still increasing, and difficulty from this end is to secure goods, rather than to secure orders.

IMPORTS INTO NEW ZEALAND FROM CANADA DURING THE QUARTER ENDED SEPTEMBER 30, 1920

The following shows the total value of imports into New Zealand from Canada during the quarter ended September 30, 1920, together with articles affected by, and value of, the Canadian preference:—

Article	Value	Canadian Preference
<i>I. Foodstuffs of Animal Origin—</i>		
Fish, preserved, in tins or other air-tight vessels.. . . .	16,488	1d. per lb.
Smoked, dried, pickled and salted, n.c.e..	47	5s. per cwt.
Sausage casings and skins.. . . .	1,430	—
Provisions, n.o.e..	764	10%
<i>II. Foodstuffs of Vegetable Origin—</i>		
Caramel.. . . .	15	—
Confectionery—		
Chocolate, in fancy packages.. . . .	13,827	4%
Chocolate, in plain trade packages.. . . .	3,575	3s. 5d. per lb.
Unenumerated confectionery.. . . .	4,647	2s. 5d. per lb.
Fruits, bottled and preserved in syrup.. . . .	103	12½%
Grain and pulse, unprepared, barley.. . . .	2	—
“ “ “ “ oats.. . . .	2	—
“ “ “ “ wheat.. . . .	2	—
Jams, jellies and preserves (including marmalade and preserved ginger).. . . .	2	2s. 5d. per lb.
Macaroni and vermicelli.. . . .	17	—
Vegetables, dried and preserved.. . . .	3	10%
<i>III. Beverages (non-alcoholic) and Substances used in making the same—</i>		
Cocoa and chocolate.. . . .	491	3s. 5d. per lb.
Unenumerated non-alcoholic beverages.. . . .	1	—
<i>IV. Spirits and Alcoholic Liquors—</i>		
Spirits other than beverages—		
Spirits of wine.. . . .	2,650	—
N.o.e.. . . .	466	—

IMPORTS INTO NEW ZEALAND FROM CANADA, ETC.—*Continued*

Article	Value	Canadian Preference
V. Tobacco and Preparations thereof—		
Cigars.	499	—
Snuff.	1	—
Tobacco, manufactured, cut.	1	—
VI. Live Animals—		
Cattle, for stud purposes.	470	—
VII. Vegetables Substances and Non-manufactured Fibres—		
Seeds, grass and clover.	1,537	—
Other.	2	—
Yarns, other.	31	10%
IX. (a) Apparel—		
Apparel and ready-made clothing, n.o.e.	25,780	12½%
Boots and shoes—		
Children's (Nos. 0-6) boots, shoes, shoettes, sandals, clogs, pattens, slippers and goloshes.	1	10=
Cork and sock soles, moulded rubber shoe and slipper soles.	633	10%
Goloshes and overshoes or rubber, felt slippers with carpet, twine or felt soles, plimsoll shoes or goloshes and champion gymnasium, yachting and lawn tennis boots and shoes with moulded india-rubber soles, shoettes and sandals, n.o.e.	3,953	11½%
Grindery, n.o.e.	4,139	—
Gum boots, half knee, knee or thigh.	1,290	—
Vamps, uppers and laces.	253	11½%
Other.	110	7½%
Corsets.	14,909	12½%
Furs and fur trimmings.	6,288	12½%
Gloves, n.o.e.	1,733	12½%
Haberdashery—		
Brace elastic and brace mountings, gold and silver lace, etc.	1	—
N.o.e.	3	10%
Hosiery.	5,851	12½%
Minor articles, n.o.e., for making-up apparel, etc.	3	—
Tailors' trimmings.	644	—
IX. (b) Textiles—		
Articles, n.o.e., partly or wholly made-up from textiles, felt or other piece-goods.	4	10%
Carpets, druggets, druggetting, carpeting and floorcloth, n.o.e.	15	—
Drapery, n.o.e.	125	10%
Matting, n.o.e., and mats.	405	—
Piece-goods—		
Cotton, n.o.e.	552	—
Woollen, n.o.e., of pure or mixed wool.	48	10%
IX. (c) Manufactured Fibres—		
Cordage and rope—		
Iron and steel.	38	20%
N.o.e.	1,090	10%
X. Oils, Fats and Waxes—		
Greases: axle greases and other solid lubricants.	17	10%
Naphtha, wood.	644	—
Oils (not essential): in bulk, n.o.e.	71	—
In vessels less than 1 gallon.	24	—
Tallow, unrefined.	104	—
Waxes, carnauba.	58	—
XI. Paints and Varnish—		
Paints and colours: ground, in oil or turpentine.	13,928	6d. per cwt.
Mixed, ready for use: other.	3,465	1s. per cwt.
Unenumerated (including dry colours, n.o.e.)	228	10%
Putty.	36	6d. per cwt.
Varnishes, lacquers and gold size.	495	4s. 4d. per gal.
XIV. (a) Metal, Unmanufactured and Partly Manufactured, and Ores—		
Antifriction metal.	203	—
Iron and steel: bar, bolt and rod.	14,138	20%
N.o.e.	137	—

IMPORTS INTO NEW ZEALAND FROM CANADA, ETC.—*Continued*

Article	Value	Canadian Preference
XIV. (b) Metal Manufactures, other than Machinery and Machines—		
Blacksmith's anvils, forges and fans.. . . .	40	10%
Bolts and nuts.. . . .	839	—
Chains and chain cables.. . . .	57	10%
Fencing staples.. . . .	1,742	—
Hardware, holloware and ironmongery, n.o.e.. . . .	8,314	10%
Iron and steel—angle and tee.. . . .	153	20%
Galvanized manufactures.. . . .	7	12½%
Tubes, pipes and fittings: cast, 9 in. and under internal diameter.. . . .	728	20%
Wrought, 6 in. and under internal diameter.. . . .	11,130	20%
Japanned and lacquered metalware.. . . .	5	12½%
Damps (not electric), lanterns and lampwick, gas mantles.. . . .	189	10%
Other.. . . .	274	—
Nails: 1 in. and under, including tacks.. . . .	902	—
Other, including dog spikes.. . . .	15,249	1s. per cwt.
Plate and platedware.. . . .	430	10%
Printing materials, stereotypes, matrices and half-tone and line blocks.. . . .	2	—
Type and materials, n.o.e.. . . .	1	10%
Railway and tramway plant, n.o.e.—Wagons, cars, trucks, and wheels therefor, not being passenger car wheels.. . . .	68	—
Rivets and washers.. . . .	98	—
Tanks and cisterns.. . . .	303	6d. per 100 gal. capacity
Telephones and accessories therefor, n.o.e.. . . .	150	10%
Tinware and tin manufactures: other.. . . .	341	12½%
Tools and implements: axes and hatchets.. . . .	60	—
Spades, shovels and forks.. . . .	576	—
Other.. . . .	1,833	—
Wire: fencing, barbed.. . . .	736	—
Fencing: plain.. . . .	3,146	—
Iron, n.o.e.. . . .	1,497	—
Other, plain, metal, cordage, etc.. . . .	87	20%
Other (free).. . . .	380	—
N.o.e. (20%).. . . .	2,190	10%
XV. Machinery and Machines—		
Agricultural implements, etc.: mowers, horse.. . . .	967	—
Other.. . . .	4,805	—
Electrical, generators, motors and transformers.. . . .	787	10%
Insulated cable and wire.. . . .	9,548	—
Lamps.. . . .	53	10%
N.o.e.. . . .	269	10%
Engines: gas, oil and hot air, other.. . . .	30	10%
Tools: engineers and metal-wood-glass and stone-workers, being machine or hand.. . . .	45	—
N.o.e. (20%).. . . .	16	—
Materials for and parts of (dutiable).. . . .	3,052	10%
Materials for and parts of (free).. . . .	536	—
XVI. (a) India-rubber and Manufactures thereof (not including Tires—		
Hose, tubing and piping.. . . .	1,269	20%
Other (free), washer rings, gloves, etc.. . . .	10	—
XVI. (b) Leather and Manufactures thereof (including Substitutes)—		
Belting, leather.. . . .	44	—
Other (including canvas and rubber).. . . .	821	10%
Leather: hide leathers, dressed.. . . .	326	—
Japanned and enamelled.. . . .	1,086	—
Sole, pump and skirt.. . . .	3,624	—
Portmanteaux and travelling bags, leather bags under 10 in. long.. . . .	5	10%
Leather brief and travelling bags, trunks and carpet bags over 10 in. long.. . . .	805	12½%
Unenumerated manufactures of leather.. . . .	47	10%
XVII. (a) Timber—		
Laths.. . . .	2,678	—
Sawn, n.o.e., rough: Oregon pine.. . . .	228	—
Other, rough, sawn, n.o.e.. . . .	5,814	—
Shingles.. . . .	1,706	—
Unenumerated.. . . .	314	—

IMPORTS INTO NEW ZEALAND FROM CANADA, ETC.—*Continued*

Article	Value	Canadian Preference
XVII. (b) Wood, Cane, and Wicker Manufactures—		
Carriage materials: wheels..	135	—
Doors and sashes..	4,013	10%
Furniture, cabinetware, upholstery, materials for, n.o.e.. . .	6,872	12½%
Handles for tools: broom, mop, hoe, rake, etc..	24	—
Other..	124	—
Tackle blocks, wooden..	88	—
Woodenware and turnery, n.o.e..	9,286	10%
XVIII. Earthenware, China, Glass, Stoneware, Cements, and Cement Materials—		
Cement, building, Portland and other structural..	401	—
China, porcelain, and parian ware..	1	10%
Glass and glassware: crown sheet and common window.. . .	235	—
Glassware, n.o.e..	1,002	10%
Plaster of Paris, gypsum and other like preparations (not being manures)..	1,915	—
XIX. (a) Paper—		
Bags, n.o.e..	2,032	12½%
Butter paper, waxed paper and other vegetable parchment unprinted..	5,764	—
Cardboard boxes, materials for, other..	5,989	—
Paperhangings..	21,649	—
Printing..	98,935	20%
Wrapping, unprinted..	23,012	2s. 6d. per cwt.
Writing not less than "demy"..	1,638	—
XIX. (b) Stationery—		
Books, papers and music, printed, n.o.e..	82	—
Calendars and showcards..	101	12½%
Handbills, circulars, programmes, etc..	329	3s. 5d. per lb.
Inks, printing..	262	10%
Manufactured, n.o.e..	28	12½%
Pictures, etc., n.o.e..	7	—
Other (free)..	91	—
N.o.e. (20%)..	3,970	10%
XX. Jewellery, Timepieces and Fancy Goods—		
Fancy goods and toys..	290	10%
Jewellery, other..	65	10%
Sporting, gaming and athletic requisities, n.o.e..	93	10%
Timepieces, parts and materials for..	370	—
XXI. Optical, Surgical and Scientific Instruments—		
Cinematograph, bioscope and kinetoscope films..	138	—
Optical: microscopes and telescopes and slides and lenses therefor..	274	—
Photographic materials and goods: cameras including lenses..	545	10%
Scientific, n.o.e..	3	—
Surgical and dental..	58	—
XXII. (a) Drugs, Chemicals and Druggists' Wares—		
Acids: acetic..	17	—
Baking powder, yeast, preparations, etc..	14	10%
Calcium carbide..	4,209	—
Calcium chloride..	61	—
Chemicals and chemical preparations, n.o.e..	34	10%
Disinfectants..	281	—
Medicinal preparations, drugs and druggists' sundries, n.o.e..	336	10%
Perfumery; toilet preparations..	52	12½%
Sera, vaccines and bacteriological products..	19	—
Soda: nitrate, n.o.e., and acetate (inc. alr. alkaline compounds)..	44	—
XXIII. Miscellaneous—		
Arms, ammunition and explosives, caps, percussion..	5	10%
Cartridges: .25 calibre and under..	213.	10%
Articles and materials suited only for and to be used solely in the fabrication or repair of goods within the Dominion, n.o.e..	304	—
Brushes, brushware and brooms..	2,531	12½%
Combs, hair and toilet..	61	10%
Consular, army and navy officers, official supplies for.. .	48	—

IMPORTS INTO NEW ZEALAND FROM CANADA, ETC.—*Continued*

Article	Value	Canadian Preference
<i>XXIII. Miscellaneous—Con.</i>		
Instruments, musical: materials for and parts of—		
Action work, keys, etc. for making pianos, organs, etc.	601	—
Other.. . . .	3	—
Organs and harmoniums	433	10%
Pianos.. . . .	6,559	10%
Pianolas, gramophones, and other instruments for rendering music by mechanical means.. . . .	404	10%
Records for pianolas, gramophones, etc..	2	10%
Other.. . . .	84	10%
Roofing and building materials, in rolls, viz.: maltloid, ruberoid, etc..	1,714	—
Vehicles, bicycles and tricycles.. . . .	3,528	10%
Materials and parts for—rubber tires, covers and tubes.	243	—
N.o.e. (free)..	16	—
N.o.e. (dutiable)..	943	10%
Carts, drays, and wagons.. . . .	62	10%
Motors for road traffic and materials therefor—cars, etc., motor, n.o.e.,—passenger vehicles other than busses.	51,298	10%
Chassis for passenger vehicles other than busses.. . . .	6,436	10%
Lorries, trucks, vans and busses.. . . .	4,984	10%
Rubber tires, covers and tubes.. . . .	62,570	—
Other.. . . .	12,850	—
Parts and materials for vehicles, n.o.e., axles, axle arms and axle boxes.. . . .	4,765	—
Springs, truck pedestals, mountings, trimmings, hinges, tire-bolts etc., for vehicles and railway cars and wagons; metal fittings for vehicles (other than bicycles or motor vehicles).. . . .	973	—
Miscellaneous: manufactured.. . . .	224	—
Total value.. . . .	£615,032	
Quarter ended September 30, 1920.. . . .	£615,032	= \$3,075,160
Quarter ended September 30, 1919.. . . .	365,571	= 1,827,855
Increase, 1920 over 1919.. . . .	£249,461	= \$1,247,305

PRINCIPAL INCREASES AND DECREASES

Increases—

Fish preserved in tins, etc..	14,147
Chocolate in fancy pkgs.. . . .	13,390
" in plain pkgs.. . . .	3,525
Confectionery, unenumerated.. . . .	4,166
Apparel, n.o.e.. . . .	13,100
Grindery, n.o.e.. . . .	3,104
Hosiery.. . . .	4,489
Paints ground in oil, etc..	12,834
Paints mixed ready for use.. . . .	7,412
Iron and steel—bar, bolt, rod.. . . .	12,460
Hardware, hollow-ware and ironmongery.. . . .	3,710
Furniture, n.o.e.. . . .	5,228
Woodenware and turnery.. . . .	7,019
Cardboard boxes, material.. . . .	5,707
Paperhangings.. . . .	14,727
Printing paper.. . . .	56,719
Wrapping, unprinted.. . . .	9,993
Calcium carbide.. . . .	2,255
Pianos.. . . .	5,040
Rubber tires, tubes and covers for motor vehicles.. . . .	27,666

Decreases—

Goloshes, felt slippers, tennis shoes, etc..	2,124
Gum boots.. . . .	3,381
Fencing staples.. . . .	2,182
Pipes and fittings—wrought—6-in. and under internal diameter.. . . .	19,097
Nails, other inc., dog pikes.. . . .	14,821
Fencing wire, barbed.. . . .	3,520
" " plain.. . . .	8,236
Writing paper, not less than demy.. . . .	3,743

ITALY'S TEXTILE INDUSTRY

T. CALDERINI, *Office of the Canadian Trade Commissioner*

Development of the Italian Woollen Industry

Milan, December 19, 1920.—The principal obstacles with which the Italian woollen industry had to contend in 1919 were the difficulty of getting wool from abroad at reasonable prices and in sufficient quantities, the high rate of exchange, and the irregularity of transportation.

The spinning mills were embarrassed during the first months of the year, but the situation greatly improved in the second half, so that, although the production was one-third less than the potentiality of the mills, their profits were nevertheless good.

Imports of woollen piece-goods decreased considerably during the past two years as compared with 1913, but imports of raw wool and of made-up woollen goods have increased considerably.

The home consumption of woollen woven goods is now for the most part provided by home production, and in 1919 the exports of these articles amounted to 16,439 quintals, as against 19,753 quintals in 1913.

ITALY'S EXPORTS AND IMPORTS OF WOOL

The table given hereunder illustrates the Italian imports and exports of wool and woollen goods for 1919 as compared with those for 1918 and 1913. Figures are given in quintals.

Imports of Wool and Manufactures thereof

	1913 Quintals	1918 Quintals	1919 Quintals
Wool, raw, washed, combed, etc..	242,991	413,649	338,137
Woollen waste.. . . .	52,767	14,389	12,538
Woollen goods.. . . .	6,426	1,020	5,246
Worsted goods.. . . .	20,174	3,927	6,838
Underwear.. . . .	50	6,247	2,464
Made-up articles.. . . .	2,187	55,116	23,684

Exports

	1913	1918	1919
Wool.. . . .	25,984	209	13,801
Woollen waste.. . . .	13,647	336	11,236
Woollen yarns, combed.. . . .	8,806	.....	3,771
Woollen goods.. . . .	12,570	21	5,654
Worsted goods.. . . .	7,183	60	10,785
Made-up articles.. . . .	4,274	259	1,657

It is evident from the foregoing that whereas in 1918 imports of made-up woollen goods and of underwear amounted to more than 61,000 quintals as against 2,230 in 1913, same fell off again in 1919, to 26,048 quintals.

EXCESS OF IMPORTS OVER EXPORTS

The table herewith subjoined shows the value of the imports and exports of wool and woollen goods and the excess of imports from 1913 to 1919 inclusive:—

Year	Imports Lire	Exports Lire	Excess of Imports over Exports Lire
1919.. . . .	636,180	171,184	464,996
1918.. . . .	780,299	7,876	772,423
1917.. . . .	602,750	82,169	520,581
1916.. . . .	534,312	104,969	429,343
1915.. . . .	311,784	124,029	187,755
1914.. . . .	155,500	48,897	106,603
1913.. . . .	185,800	54,825	130,975

Italian Cotton Industry

From the following table, which shows the imports of cotton into Italy and the exports of manufactured products during the year 1919 as compared with the years 1918 and 1913, the importance of the Italian cotton manufacturing industry will be noticeable. The quantities are given in metric quintals of 220 pounds each.

Imports of Cotton and Manufactures thereof

	1913 Quintals	1918 Quintals	1919 Quintals
Cotton, raw.. . . .	2,018,808	1,303,139	1,790,101
Cotton waste.. . . .	17,426	36,584	10,380
Yarns—			
Single.. . . .	1,552	1,183	1,249
Twisted.. . . .	828	1,791	2,052
Thread for sewing.. . . .	4,246	553	1,487
Woven goods—			
Unbleached, plain.. . . .	3,477	6,325	7,583
Bleached.. . . .	3,629	3,371	2,432
Coloured.. . . .	6,968	3,832	5,706
Printed.. . . .	5,204	4,002	5,748

Exports

Cotton blankets.. . . .	10,974	2,254	3,816
Cotton waste.. . . .	89,231	582	53,207
Yarns—			
Single.. . . .	97,530	20,345	146,724
Twisted.. . . .	18,665	13,127	26,805
Thread, for sewing.. . . .	1,349	7,396	8,264
Woven goods—			
Unbleached, plain.. . . .	76,419	19,509	47,258
Bleached.. . . .	22,545	15,563	47,719
Coloured.. . . .	309,458	111,083	281,057
Printed.. . . .	19,864	11,340	45,291
Mixed.. . . .	8,831	4,766	7,404

France, Switzerland, Czecho-Slovakia, Austria, Turkey, Roumania, and Bulgaria were the principal markets to which these goods have been exported.

The statistic given hereunder shows the value (in lire) of cotton goods imports and exports for the seven-year period 1913-19, together with the percentage of exports as compared with imports:—

Year	Imports	Exports	Percentage of Exports
1919.. . . .	1,964,463	1,154,164	58.7
1918.. . . .	1,591,020	455,656	28.6
1917.. . . .	1,332,282	575,878	43.2
1916.. . . .	723,581	503,723	79.6
1915.. . . .	486,839	393,099	80.9
1914.. . . .	363,533	202,254	55.7
1913.. . . .	389,422	256,398	65.9

Italian Linen Industry

In 1919 the hemp and linen industries, which during the war had worked exclusively for military administrations, were compelled to diminish their production. The decreased home and foreign demand, and in addition thereto the liquidation of the large stocks of linen goods possessed by the state, caused prices for the raw material to fall below the Government prices. However, during the last half of the year there was an increased demand, which facilitated the absorption of the raw material on hand and the new supplies, especially the finer qualities, sought by the linen and hemp mills in Italy and abroad.

The imports for 1919 were very small, whereas exports which had fallen off during the war increased, as is shown by the following table, which gives the amounts of linen and hemp imports and exports for 1919, compared with those for 1918 and 1913

Imports of Hemp and Linen Products

	1913 Quintals	1918 Quintals	1919 Quintals
Hemp, raw.	74,687	12,575	14,609
Hemp, raw and combed	27,591	107	215
Linen—			
Yarns.	40,749	1,120	909
Goods.	2,780	2,988	1,205

Exports

Hemp—			
Raw.	503,257	334,834	350,855
Combed.	31,056	37,841	30,841
Tow of flax or hemp	84,682	80,281	122,087
Hemp yarns	47,136	19,760	42,448
Flax and hemp yarns twisted . .	11,904	4,203	12,250
Hemp goods, raw.	8,784	29,478	28,902

NON-COMPLIANCE WITH PROVISIONS OF THE MERCHANDISE MARKS ACT OF BRITISH INDIA

In spite of repeated warnings and through correspondence, some American exporters to British India still seem to ignore the provisions for marking country of origin as prescribed by the Merchandise Marks Act of British India says the *United States Commerce Reports*. In connection with a recent shipment of dry goods by an American firm, the collector of customs found 14 items that were not marked according to law and imposed a total fine of 540 rupees. Most of the items bore descriptions in the English language which were not accompanied by the name of the country of origin. In several cases involving fabrics, the fine was imposed for failure to stamp the yardage. In the case of hosiery, it was ruled by the customs authority that the country of origin must be stated, not only on the box label but also on the bands.

FISH PRESERVATION IN THE UNITED KINGDOM

(Consul General Robert P. Skinner, London, in United States Commerce Reports)

The British Department of Scientific and Industrial Research has brought out a report on methods of freezing fish, in which it is indicated that there is need of improvement in the methods of handling fish in the United Kingdom, especially in the direction of handling the excess when catches are too large to be absorbed by the market. The report is confined as closely as possible to a discussion of the procedure best suited for the preservation of common fish such as herring or sprats during a glut, so that they may be held in store until the market is capable of absorbing them or to keep a canning factory in steady employment.

BRINE PROCESS RECOMMENDED

The process of freezing in brine is recommended on the ground that it gives the best preservation and is the most rapid. The only apparatus required is an insulated tank filled with brine and connected with a refrigerating plant, so that the temperature of the brine may be reduced to and maintained at the required level.

THE UGANDA PROTECTORATE

(Transmitted by Trade Commissioner W. J. Egan)

Cape Town, July 27, 1920.—Following up the reports on British East Africa published in *Weekly Bulletins* Nos. 849 and 850, some extracts from the report on Uganda, by Mr. T. Sleith, M.B.E., are now submitted.

Some parts of these extracts are amended so as to avoid confusion with South African terms and conditions referred to in the original report.

The report on Uganda in part is as follows:—

Uganda is divided into five provinces—Buganda, Eastern, Western, Northern, and Rudolf provinces. The total area is 109,119 square miles, and the statistics of population at the last census showed 809 Europeans, 3,548 Asiatics, and 2,950,504 natives, the total reaching 2,954,861.

From the above statistics it will be seen that the total European population for the whole of the Uganda Protectorate only numbers approximately 809 persons—and indeed owing to various causes it is extremely doubtful if there are many more than 600 Europeans in the whole Protectorate.

CLIMATIC CONDITIONS

The average rainfall over the whole Protectorate is between fifty and sixty inches per annum. In 1916 the maximum rainfall was 73.41 and the minimum 1.74.

The short wet season begins in September and ends in November, and the long wet season commences in March and ends in June.

SYSTEM OF COINAGE—WEIGHTS AND MEASURES

The system of coinage is the same as that prevailing in British East Africa, that is, Indian coinage, as under:—

1 rupee.....	1s. 4d.	} Unlimited tender.
½ ".....	8d.	
¼ ".....	4d.	
50 cents.....	8d.	} Legal tender up to 5 rupees.
25 ".....	4d.	
10 ".....	1½d.	
5 ".....	20½d.	} Legal tender up to 50 cents.
1 ".....	½d.	
½ ".....	¼d.	
Sovereigns.....		} Unlimited tender.

The following East African Protectorate currency notes are also in circulation:—

Rupees... ..	500	Rupees... ..	50	Rupees... ..	10
"	100	"	20	"	5

Legal tender currency is governed by Legislative Authority Currency Order in Council 1905.

The estimated amount of coin in circulation is rupees 9,926,780. The amount of paper money in circulation is recorded by the British East African Protectorate.

Currency in which Accounts are kept.—Accounts are kept by the Government and by the Public-Indian with subsidiary central coins.

The banks at present doing business in Uganda are the National Bank of India, Limited, and the Standard Bank of South Africa, Limited, established under the Companies Acts of 1862 and 1900.

Weights and Measures.—English standard ton of 2,240 pounds. Indians sell by frasla—35 to 36 pounds, according to goods handled. The question of abolishing the frasla, gisela, etc., and substituting in their place a standard basis of 100 pounds, is still under discussion by the Chamber of Commerce.

CUSTOMS DUTIES

The Customs Departments of the Uganda and East Africa Protectorates were amalgamated in April, 1917, when the road and wharfage dues hitherto in force were abolished.

There is an *ad valorem* duty of ten per cent imposed on all goods entering the Protectorate, unless otherwise stated in the Blue Book of the Protectorate. This official book gives all the necessary information relative to customs matters.

All customs matters are arranged at Mombasa, which is the port of entry to British East Africa, and from there goods are carried by rail to the terminus Kisumu, from which point the goods are picked up by the lake steamers and taken to the various lake ports.

The principal requirements of the native trade are: Cotton piece goods, blankets, soaps, cheap tea, sugar, boots and shoes, hoes (digging), enamelware such as plates and small basins, etc., and cycles.

Agricultural implements such as hoes, picks, hammers, crowbars, ploughs, and cultivators are also in good demand.

Other articles imported are cheese, biscuits, confectionery, saddlery, footwear, jams, syrups, canned and dried fruits, rubber tyres, brushware, rope and twine, bullock and other carts.

If manufacturers are desirous of opening up overseas trade with equatorial Africa, the greatest care must be exercised in the packing, and all articles susceptible to depreciation by heat or humidity must be forwarded in strong hermetically sealed cases. I have been shown samples of a certain class of goods, including biscuits and tobacco, which through the want of suitable packing were, when opened up, unfit for sale. This point cannot be emphasized too strongly.

In pre-war times practically all requirements were imported from Europe or India, and the total import for the year 1916-17 amounted to £866,000, exclusive of specie or bullion.

NATIVE TRADE

The principal manufactured article used by natives is cotton cloth; the total imports in the year 1917 were \$1,750,000, of which \$647,000 was from the United States of America.

BLANKETS

This article finds a ready sale throughout the entire country, and practically is in use by all inhabitants. The purely cotton article is not in favour, and has little demand—all wool and mixed wool being the ruling feature. The importations have been from England and Holland, these two countries controlling the entire market. The demand is here, and it is for the manufacturers of any country to acquire the trade by the superiority in quality and favourable prices. It should be remarked that the natives catered for in this line are particularly wide-awake, and having a commercial tendency—due probably to their long intercourse with Arab traders—are very quick to discern if the article they are purchasing is not in every way satisfactory as regards quality and price.

HARDWARE

There is an unlimited demand for a cheap class of hoe, which is used by the native cotton planters. Prior to the war German manufacturers had almost the sole trade in this article—due exclusively, from what I have been told, to their ready adaptability to supply the article as required by the native planter. The article in question is devoid of any finish whatever, and is particularly serviceable for the needs required. There are other hardware lines in demand, such as enamelware, pots, pans, plates, small basins, ironmongery of all descriptions, tools, etc. Paints and distempers

are also in demand, being largely used by the native as well as the European in the building of their abodes. The trade in articles of this nature and use is capable of much further development.

Cheap perfumery is very popular, and commands a ready sale. A very large business is carried on with the natives in such articles, the perfumery being put up in fancy bottles, which seem the particular attraction.

Trade in such articles as sugar, white flour, cheese and high-class tea is capable of development. Uganda has hitherto drawn these commodities from overseas.

UGANDA PRODUCTS

Cotton is the main crop, and by its proportions overshadows every other product at present taken from the soil of Uganda.

The export for the year 1917 amounted to £560,000, being two-thirds of the entire exports of the Protectorate.

The acreage under cultivation is estimated at 133,000, and the yield approximately 30,000 bales of 400 pounds each, and the areas under cultivation are yearly increasing.

It is a matter of great interest to a stranger to observe that practically all the cotton production is in the hands of the natives, who own their own lands, and make a feature of cotton-growing. The native grower disposes of his crop to the middleman or ginner direct, and according to the latest returns to hand there are ample ginning plants in the Protectorate to cope with all the raw material, which, after treatment, is exported to various British and Indian markets, to come back in value in the manufactured article, which constitutes such a large portion of the wholesale and retail trade of the country.

Cotton seed.—The Agricultural Department has informed me that from 10,000 to 15,000 tons of this seed is available annually. This seed produces under treatment about 12 per cent of oil, but under present conditions is a commodity of practically no value whatever, being used up in any way possible, such as for fuel and manuring purposes.

The cost of transport and shipping facilities prohibit its exportation to markets where it would be most useful and desirable and command a ready sale. In normal times the standard value was about 30s. per ton, but depreciation has taken place to such a considerable extent that the present market value does not exceed 7s. per ton.

COFFEE

The development in Uganda of coffee is particularly interesting. Notwithstanding the fact that fungoid and insect pests are prevalent, and often cause considerable anxiety, the prospects for coffee in the parts best suited for its cultivation are extremely promising.

The area under Arabian coffee is approximately—

European planters.. . . .	14,000 acres
Native planters.. . . .	10,000 "

and the exports for the last three years were, in cwts.:—

	Husked	Parchment
1915-1916.. . . .	8,600	34,500
1916-1917.. . . .	31,000	17,400
1917-1918.. . . .	15,000	4,500

The war is responsible for the fall off in 1917-18, and under normal conditions the figures would have been considerably greater.

At present most of the coffee is cured in the country, and the export figures show the decrease in parchment coffee by comparison with milled.

RUBBER

The acreage under rubber is approximately as under:—

Para..	6,000 acres
Other..	1,500 "

and the exports, in pounds, for the last three years were:—

1915-1916	1916-1917	1917-1918
52,349 lb.	71,995 lb.	144,727 lb.

The area under Para is being rapidly extended, as this rubber does well in the country. Coara rubber also flourishes, but has gone out of favour, giving place to Para. It may be mentioned that most of the area mentioned above as being under Para has not yet reached the producing stage.

The indications are that rubber producing will be a very important factor in the future development of Uganda—the soil, climate, and conditions being especially in its favour.

It may be of interest to mention that rubber trees are usually planted 100 to the acre, and in the seventh year yield one pound per tree dry rubber, but many trees give three pounds at ten years and some individual trees produce even greater yields. It is usually reckoned to cost from 1s. to 1s. 3d. per pound to put rubber on the English market. The yield increases from the seventh year for several years.

HIDES AND SKINS

The number of cattle in the Protectorate has been estimated at 660,000, but there are parts of the country where any accurate estimate is impossible, and the figures given do not represent the full total. Hides exported in recent years have been as under:—

1914-1915..	38,000 cwt.
1915-1916..	18,000 "
1916-1917..	19,000 "
1917-1918..	22,000 "

Heavier hides are more plentiful than the lighter kinds, the proportion being 60 per cent heavy, 40 per cent light. From 12 to 13 pounds is considered a light hide.

According to the Uganda Chamber of Commerce, an effort is now being made to improve the quality by impressing on the natives the fact that higher prices will be paid for well stretched and cleaned hides than for those on which meat and fat have been left to increase the weight.

The United States of America has in the past taken practically all goat skins, and probably will continue to do so when times are normal, as the demand for that country's requirements of this article seems unlimited.

OIL SEEDS

The quantities of oil seeds exported from Uganda in recent years are as follows:—

1913-1914..	17,919 cwt.
1914-1915..	8,514 "
1915-1916..	39,261 "
1916-17..	38,090 "

The exports have been greatly interfered with by war conditions and other causes. The amount available for export of these seeds could be much increased on a return to normal conditions, as all three crops are extensively cultivated throughout the Protectorate. The export of Sien Sien and ground nuts was largely to France.

TIMBER

The Protectorate has imported large quantities of timber in the past, and there is no present indication that any export of this article will take place. But since the war native timber has been used successfully in construction work, buildings and furniture making, which is now carried on extensively throughout the Protectorate.

INDIAN TRADE

The Indian trader is prominent everywhere throughout Uganda where business is to be done either in a large or a small way, and is a very important factor in the commercial life of the place. He outnumbers the European merchant by ten to one, and his influence is still extending. He is meeting at the present time a little competition at the hands of the Buganda, who is interesting himself in cotton dealing as a middleman between the grower and the ginner, and in other small branches of trade.

The Indian trader for the most part transacts his business through European wholesale houses, but there are amongst them a number of independent shippers who indent for their requirements in any markets they desire.

There is naturally amongst the Indian business element an inclination to foster trade as far as practicable with India, and the Indians' personal requirements—food-stuffs and so on—which have to be imported, are brought largely from that country.

A list of the chief business houses in the Uganda Protectorate has been forwarded to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, by Mr. Egan, and copies may be obtained on application.

MARKET NEEDS OF GUATEMALA

(London Times Trade Supplement)

Practically the entire lower class of the population in Guatemala is employed in agriculture, and there is a ready market for all kinds of agricultural machinery and implements, including small tractors, horse-drawn cultivators, and cultivators with handles; for ploughs, spades, shovels, hoes, more especially the "Brazil" and the "Dutch" hoes; for iron rakes, and for machetes. Before the war machetes were chiefly obtained from Britain, although Germany was a serious competitor in the cheaper grades; at present the United States is the principal supplier.

Hardware and hollow-ware were in the past largely supplied by German, Belgian, and Swiss firms, which flooded the Republic with cheap, showy goods. These, although made for sale rather than for use, met the immediate needs of the natives, but the war enabled the United States practically to monopolize the market.

HARDWARE IN DEMAND

If our exporters can supply hardware and hollow-ware comparable with German and United States products, there is a profitable market for British enamelled dishes, plates, cups and saucers, and toilet services; and for tinned ware, such as kettles, bowls, basins, baking tins, and candlesticks. Other wrought iron and enamelled ware is in request, such useful articles as deep bowls, stewpans, frypans, colanders, and pie-dishes are scarce and would sell readily; as also would steam-cookers, small cooking utensils, and mugs.

There is a demand, too, for general ironmongery goods. Locks of superior quality—including brass and iron padlocks—hinges, and springs, cutlery, including pen-knives, rustless table knives, forks, spoons, scissors and razors are continually asked for, and supplies are short.

TRADE NOTES FROM SOUTHEAST EUROPE

TRADE COMMISSIONER L. D. WILGRESS

Czecho-Slovak Budget

Milan, December 15, 1920.—The financial bill for 1921 as recently submitted by the Czecho-Slovak Minister of Finance reflects great credit on the manner in which the public finances of this newly-formed Republic have been conducted, since Czecho-Slovakia is one of the few countries in Europe which has been able to show in its budget a surplus of revenue over expenditure. The Republic has therefore the hope of realizing one of the first maxims, that of a balanced budget, laid down by the Financial Conference recently held at Brussels for the purpose of considering the financial and economic problems of present-day Europe.

According to the estimates the total revenue of Czecho-Slovakia for 1921 will be 14,107,979,550 crowns and the total expenditure 14,104,373,650 crowns. The ordinary receipts are estimated at 12,057,436,370 crowns and the extraordinary receipts at 2,050,463,180 crowns, while the total expenditure includes 4,932,108,814 crowns for extraordinary expenses.

It is thus seen that the surplus which the Minister of Finance expects to obtain is estimated at over 3,500,000 crowns, which, if realized, will be a very creditable result for the new Republic.

The capital expenditure for productive purposes, is valued at over 3,052,000,000 crowns, of which about two-thirds are for railways and the remainder for other public works. The ordinary and extraordinary budgets are to be kept strictly apart and no funds raised for extraordinary expenditures will be applied to balance an eventual deficit in the ordinary budget. Transfers from one budget to the other will only be possible after the sanction of the cabinet and the agreement of the Council of Control have been obtained.

Exports of Paper from Czecho-Slovakia

The table given herewith showing the exports of different kinds of paper from Czecho-Slovakia during the first three months of 1920, should be of interest to Canadian paper producers. It is estimated that during the period from April 15 to June 30, 1920, the value of the paper and paper products exported from Czecho-Slovakia was approximately 163,000,000 crowns (about \$3,260,000 at rate of exchange then prevailing), thus giving these products the first place among the exports from the Republic. This affords an indication of the importance of the Paper Industry in Czecho-Slovakia.

Exports of Paper and Paper Products from Czecho-Slovakia during First Three Months of 1920

Kind of Paper	Total quantity exported	Principal Destinations of Exports
	Tons	
Newsprint.. . . .	7,122	Germany (2,758), Austria (1,297), France (1,193), Great Britain (892), Italy (749) tons.
Wrapping paper.. . . .	6,494	Austria (1,923), Hungary (1,447), France (773), Italy (639), Poland (620) tons.
Cardboard.. . . .	3,409	Austria (1,625), Hungary (737), Jugo-Slavia (459), Italy (105) tons.
Book paper	490	Hungary (291), Austria (56), Germany (54) tons.
Cigarette paper	437	Austria (394 tons).
Writing paper.. . . .	337	Hungary (193), Austria (63) tons.
Other kinds of paper and paper goods.. . . .	1,005	Austria (402), Germany (196), Hungary (118) tons.
Total.. . . . tons	19,296	

Surplus Timber from Jugo-Slavia

It is hoped that the ratification of the Treaty of Rapallo, recently concluded between Italy and Jugo-Slavia, will permit of the resumption of timber shipments from the latter country. The timber industry is considerably developed in Croatia, most of the saw-mills being located along the line of the railway from Zagreb to Fiume. A large part of the total production is exported to Italy and other countries through the port of Fiume. The political situation in the latter port has greatly restricted business during the past year, and it is estimated that about 300,000 cubic metres of constructional lumber, ready for shipment, have accumulated at the saw-mills. It is expected that with the settling of the Fiume question this lumber will be able to go forward to western markets.

Financial Position of Jugo-Slavia

The provisional budget for the financial year, 1920-21, has been signed by the Crown Prince, as Regent of the Kingdom of Serbs, Croats and Slovenes. The estimates of expenditures amount to a total of 4,800,000,000 dinars. This total is considerably more than was originally estimated, owing to the increased allowances granted to state employees against the high cost of living. To meet this expenditure several new taxes have been imposed, including a tax on total turnover, a two per cent tax on the gross revenue of limited liability and finance houses, etc. The law of State Monopolies has also been extended to the new provinces, but is to be introduced gradually. The rate of exchange for the Jugo-Slav dinar has lately declined until now the pound sterling is quoted at over 120 dinars. One explanation for this depreciation in the foreign exchange value of the dinar may be found in the trade returns for the first six months of 1920. During this period the total value of imports was four times greater than the total value of the exports from Jugo-Slavia. Imports amounted to a total value of 1,850,164,633 dinars, while exports were valued at 465,086,035 dinars.

According to a recent report of the Privileged National Bank of Jugo-Slavia, the total amount of bank notes in circulation at the end of the year 1919 was 664,007,460 dinars, against which there was cover in metal amounting to 82,483,006 dinars and assets held abroad to the value of 351,995,612 francs.

Yield of Crops in Bulgaria

An official statement has recently been issued estimating the yield of the principal crops of Bulgaria during the season just past. It is shown that the surplus which it is expected will be available for export from the recent crop is over 70 per cent greater than the average amount exported during the ten-year period immediately preceding the war. Since agriculture is the leading industry of Bulgaria, these crop results are an encouraging indication of the manner in which this country is endeavouring to recover from the financial and economic adversities of the war period.

The following table shows the estimated yield of the five principal crops of Bulgaria during 1920, together with the yield for 1919, the amounts necessary to satisfy domestic requirements until the next crop, the quantities available for export and the average annual exports during the ten year period 1905-1914:—

Crop	Yield in 1919 Tons	Estimated yield for 1920 Tons	Quantity required for domestic consumption Tons	Quantity available for export Tons	Average annual export before the war Tons
Wheat.. . . .	920,112	1,120,000	812,000	309,000	248,977
Rye.. . . .	259,401	353,000	291,000	62,000	49,211
Barley.. . . .	225,809	272,000	215,000	57,000	43,398
Oats.. . . .	107,226	141,000	141,000	.....	13,658
Corn.. . . .	985,296	1,107,000	599,000	508,000	183,198
Total.. . . .			tons	936,000	538,442

Economic Situation in Roumania

The Roumanian Ministry of Agriculture in a recent estimate have calculated that the surplus of cereals available for export from the whole country amounts to about 580,000 tons of oats and 120,000 tons of barley. The prospects for the winter wheat crop are not bright as the early frosts during the first week in November seriously interfered with the sowings. Up to this time about 625,000 acres had been sown, mostly with wheat, which is the principal autumn-sown crop in Roumania. This represents a considerable falling off in the total acreage sown as compared with last year and fears are beginning to be entertained that unless the yield is above average there may be a shortage of wheat for internal consumption next year.

The internal transport situation continues to be critical and the operation of the railways shows little sign of improvement. After the strike of last October the Government decided to militarise the railway system. The opinion has been steadily growing in Roumania in favour of more actively soliciting the co-operation of foreigners in the operation of the railways. A British firm have been negotiating for the handing over of the workshops. The Roumanian Government is proceeding with its programme for obtaining new locomotives from abroad. The first consignment of the fifty locomotives ordered from the United States arrived at the beginning of November. In addition to the order for 300 new locomotives placed with the International Corporation of Canada, the Ministry of Railways has applied for a credit of 153,000,000 lei for the purchase of 60 locomotives from a firm in Great Britain.

In order to restrict as much as possible the importation of non-essential articles and to more efficiently regulate the export of Roumanian products, the Prime Minister, General Averescu, has taken charge of the Ministry of Industry and Commerce, which is the department concerned with the granting of import and export licenses. No further licenses will be granted for the importation of luxuries, such as silk and silk goods, artificial silk, furs, velvet, silver or gold plated goods, patent leather shoes and fancy footwear, powder and powder-puffs, perfumes, carpets, chocolate, cocoa, jams, preserved fruits, caviare, oysters, liqueurs, wines, furniture, pet animals and musical instruments. The exportation of wheat and rye will only be permitted in exchange for essential articles imported in compensation.

According to the *Moniteur Petrole Roumaine*, the production of crude oil in Roumania during the first nine months of 1920 amounted to 746,707 tons as compared with 693,983 tons for the corresponding period of 1919. The output for the month of September, 1920, was 99,448 tons, or over 3,000 tons a day. This shows a favourable increase as compared with the preceding year, when the average daily production was around 2,500 tons.

BRITISH DOMINIONS EXHIBITION IN LUCERNE, SWITZERLAND

July 15 to September 10, 1921

An exhibition of the British Dominions will be held in Lucerne, Switzerland, from July 10 to September 30, 1921.

It is believed that Switzerland's central position and her excellent railway system radiating into every part of Europe, as well as the world-wide reputation of Lucerne itself will ensure a large attendance. A circular issued by the mayor and town council of Lucerne says:—

Switzerland, lying in the heart of Europe, was at all times dependent for her supplies upon overseas countries, and this dependence has been very remarkably accentuated in consequence of the war. She imports great quantities of all kinds of cereals, fruit, preserves, eggs, butter, tinned meats and fish, lard, oils, sugar, cotton, wool, silk, flax, hides and furs, bristles, special leathers, seeds, tallow, glass, diamonds fine woods, manure, horses, cattle, fodder and tanning stuffs, coal and metals of all kinds.

PLAN OF ORGANIZATION

The aim of the British Dominions Exhibition is to bring into greater prominence before the European public and the varied nature and extent of the products of these overseas countries.

For this purpose the town of Lucerne, which is organizing the exhibition, places free of cost at the disposal of the exhibitors the entire superficial area of the International Peace Museum building. The museum building adjoins the station.

Besides this the free use of such water, gas and electrical plants as are in existence in the building will furthermore be provided, any additional installations being at the expense of the exhibitors. The consumption of the above will be charged to the exhibitors at the same rates as to the inhabitants of Lucerne. Post and telegraph offices are in the immediate neighbourhood of the building.

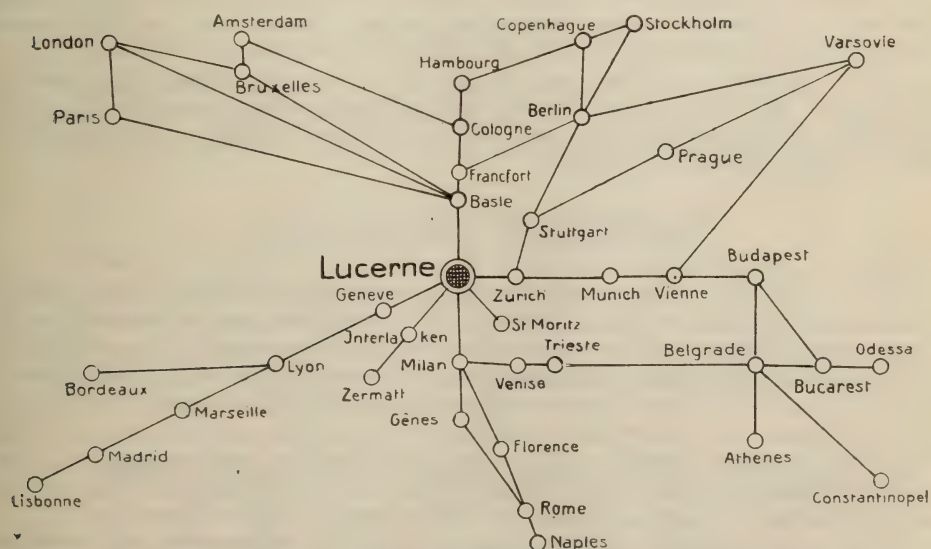
No actual sales may be transacted at the exhibition, but orders may be taken by the exhibitors. A general catalogue will be drawn up for the use of the public and the exhibitors.

Cinematograph representations of industrial and agricultural life in the Dominions will be warmly welcomed by the exhibition authorities, who will endeavour to make these representations a conspicuous feature.

A Swiss committee will be formed, composed of representatives of federal and local authorities, as well as of representatives of Swiss commercial and industrial undertakings. This committee will nominate an executive board in Lucerne. The Dominions interested in the exhibition will form an analogous committee. The Lucerne and Dominion committees will regulate all special questions.

The due advertisement of the exhibition in Switzerland will be undertaken by the Swiss committee, whilst the Dominions committee will arrange for its advertisement in their respective countries and elsewhere. The diplomatic and consular services on both sides will be asked to assist in this publicity work.

A map showing the central position of Lucerne is appended.



COMMERCIAL NOTES FROM PARIS

TRADE COMMISSIONER HERCULE BARRÉ

Simplified Exchange Payments

Paris, December 28, 1920.—It is evident that the high price of American, Canadian, and English money in relation to that of France is so seriously affecting many business transactions between these countries that certain establishments have been trying for a long time to find a more satisfactory method of arriving at a stable exchange basis so as not to discourage foreign buyers.

Some time ago an important American house, the Allied Machinery, adopted an interesting plan, which can be summed up as follows:—

A condition of partial payment is based on the dollar at 10 francs; thus, for example, if half is stipulated payable on giving the order and half on delivery, the client will pay for a machine costing \$1,000, 5,000 francs on ordering and 5,000 francs on delivery. Then, and this is an interesting point, the client has the advantage of one year's delay between the conclusion of the order and the ultimate settling of his account, in which time he may choose the moment he thinks to his interest to make his final payments.

On the other hand, the Allied Machinery even stipulates that in the case of the dollar falling below 10 francs in the course of the year they will refund the amount overpaid by the buyer. Thus, if the dollar falls to 8 francs and the client decides to settle his account at that moment, he will be saving himself 2,000 francs, the business having been transacted on the dollar at 8 francs.

Canadian Contracts for Agricultural Implements

A prominent Canadian firm has just closed an important contract with a French importer for agricultural implements, to the amount of nearly two hundred thousand dollars.

Such a contract at this moment, in view of the present exchange, and notwithstanding the very close competition for same by German and American firms, is a good stroke of salesmanship and speaks very highly for the quality and reputation of Canadian implements in this market.

The Importation of Preserved Meats

The importation in France and Algeria of meats preserved by a process of refrigeration is now dependent on an authorization by the Minister of Finances on the proposition of the Sous-Secrétaire d'Etat pour l'Approvisionnement, and on the advice of a consulting commission, the composition and operations of which will be determined by order of the Sous-Secrétaire d'Etat pour l'Approvisionnement.

The demands for importation must indicate the nature and the category of the meats to be imported; the origin and the date of killing, the tonnage, the name of the ports of embarkation and of disembarkation, and lastly, the maximum price c.i.f. or in the warehouse at which merchandise will be offered for sale in France.

Cold storage plants, which have a capacity above 500 cubic meters, will be obliged to notify the Sous-Secrétaire d'Etat pour l'Approvisionnement at intervals of fifteen days on the condition of food commodities held in these establishments.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 19, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 19; those for the week ending January 12 are also given for the sake of comparison.

		Parity.	Week ending January 12, 1921.	Week ending January 19, 1921.
Britain.. . . .	£	1.00	\$4.86	4.28
France	Fr.	1.	.193	.070
Italy.. . . .	Lira	1.	.193	.039
Holland.. . . .	Florin	1.	.402	.378
Belgium.. . . .	Fr.	1.	.193	.074
Spain	Pes.	1.	.193	.154
Portugal	Esc.	1.	1.08	.126
Switzerland.. . . .	Fr.	1.	.193	.179
Germany	Mk.	1.	.238	.016
Greece.. . . .	Dr.	1.	.193	.085
Norway.. . . .	Kr.	1.	.268	.197
Sweden.. . . .	Kr.	1.	.268	.245
Denmark.. . . .	Kr.	1.	.268	.199
Japan.. . . .	Yen	1.	.498	.552
India.. . . .	R.	1.	.342	.327
United States.. . . .	\$	1.	1.00	1.15
Argentina.. . . .	Pes.	1.	.965	.917
Brazil.. . . .	Mil.	1.	.546	.178
Roumania	Lei	1.	.193	.015
Jamaica.. . . .	£	1.	4.86	4.34
Barbados.. . . .	\$	1.	1.	.89½ to .92½
British Guiana	\$	1.	1.	.89½ to .92½
Trinidad.. . . .	\$	1.	1.	.89½ to .92½
Dominica.. . . .	\$	1.	1.	.89½ to .92½
Grenada.. . . .	\$	1.	1.	.89½ to .92½
St. Kitts.. . . .	\$	1.	1.	.89½ to .92½
St. Lucia.. . . .	\$	1.	1.	.89½ to .92½
St. Vincent.. . . .	\$	1.	1.	.89½ to .92½
Tobago.. . . .	\$	1.	1.	.89½ to .92½

REMOVAL OF BRITISH TRADE RESTRICTIONS ON APPLES

A cablegram published in the *United States Commerce Reports* from Consul General R. P. Skinner, London, announces that the British Food Ministry has removed all restrictions on the importation and sale of apples from March 31, 1921.

APPLE EXPORT FROM AUSTRALIA

Trade Commissioner D. H. Ross, Melbourne, cables as follows on January 20, respecting the apple export situation in Australia:—

The apple season commences in the middle of February and continues to the end of April. It is estimated that the surplus of export from the Commonwealth of Australia will be 2,250,000 cases, but transportation facilities are doubtful. The freight this season is eight shillings per case.

FRANCE REIMPOSES CUSTOMS DUTY ON CERTAIN ARTICLES

The *Journal Officiel* (Paris) for 26th and 27th December contains a Presidential Decree, dated December 18, which reimposes the customs duty, as increased by "coefficients of increase," on metal bridges and parts thereof, and rails and fish-plates, destined for the repair of means of communication of importance in the national defence. Goods included in these classes which are proved to have been forwarded direct to France before the publication of the decree will be admitted free of duty.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

2680. **Representation in the United Kingdom.**—A manufacturers' agent at present residing in Toronto, and who is returning to Scotland soon, desires to be placed in touch with a few Canadian firms who desire representation in the British Isles, particularly in the hardware, woodenware, and druggists' lines.

2681. **Office furniture and sundries.**—A London, England, firm wish to be placed in communication with Canadian manufacturers who can supply office furniture and sundries.

2682. **Agency in Channel Islands.**—A well-established general agent in the Channel Islands, with good connection in all lines, desires the representation of a first-class Canadian house in canned meats, fish, etc. Contemplating extension of business to France and south coast of England.

2683. **Pianos.**—A firm in London, England, desire to take up an agency for Canadian pianos.

2684. **Wire from nickel chrome alloys.**—A firm in Birmingham, England, desire to import from Canada special wire manufactured from nickel chrome alloys.

2685. **Agency in Balkan States.**—A firm of general agents in Salonika wish to be placed in touch with Canadian manufacturers with a view to acting as agents for the Balkan States. They are particularly interested in farm tractors and agricultural implements, dairy machinery and supplies, cannery supplies and machinery, and also desire representation of belt manufacturers and firms dealing in electrical machinery and supplies. They are also prepared to negotiate for the supply of iron, steel, brass, and copper in bars or sheets. Bank references will be given to interested parties.

2686. **Radial brick.**—A firm in Boston, U.S.A., desire to be placed in communication with manufacturers of radial brick for use in building chimneys of power plants and similar structures.

2687. An important French firm would like to trade with Canada, being specially well placed to export Mediterranean products, and in exchange would like to import wood-pulp, acetic acid, mica, and asbestos.

2688. **Trading on alimentary products with France.**—The sole representative for the United Kingdom and the colonies of the largest French firm dealing in alimentary products wishes to establish an exporting and importing business with Canada. This firm, which is specially interested in selling high-grade qualities of preserves, chocolates, sardines, etc., are also buyers of dried fruits, canned or smoked fish, fresh apples, and powdered dried fish for fertilizers.

2689. **Representation.**—A Vancouver concern having representation in Mexico, Japan, China, India, East Indies, Australia, and other countries bordering Pacific

ocean, are anxious to get in touch with Canadian manufacturers wishing to extend their operations in that field. Particularly interested in iron and steel, wire, wire nails, nuts and bolts, and condensed milk.

2690. Representation.—A returned business man, aged 39, energetic, who qualified for a commission from the ranks in the Canadian Engineers, and served as an officer for over three years in France, will entertain proposals for agency; also would act as forwarding agent from Vancouver. Now established as selling agent for foreign and domestic markets, general importing and exporting, having completed several large foreign sales since returning from overseas. Business training covers over fourteen years in Western Canada. Conversant with the wants of the West, and particularly Australia, New Zealand, the Orient, Straits Settlements, and South America, having already established connections in these countries. Has a thorough knowledge of import and export technique; familiar with engineering problems and in a position to advise purchasers on technical subjects. Has first-class rating and bank references. Particularly desires Eastern Canadian connections in machinery, metal products, wood goods, etc., for sale in British Columbia, or as manufacturers' export agent at Pacific seaboard. Can use his representative in the respective countries mentioned to mutual advantage, if proposition warrants same. Only first-class firms considered.

ADVERTISING IN CHINA

The following observations, which are the views on this subject of a publicity expert in South China, were recently received from the office of the Commercial Secretary to H.M. Legation at Peking and are published in the *British Board of Trade Journal*.

In estimating the 'value of profits of the turnover which it is hoped may be secured in the Chinese market, and then calculating on that basis what outlay on advertising' can be afforded,' the manufacturer should be warned against conjuring up fantastic visions on the basis of population. There are probably between three hundred and four hundred millions of people in China, but it must be borne in mind that the great majority of them are illiterate. Many of them live in districts far removed from any outside influence. There is no way of appealing to them in the mass. The newly arrived travelling salesman who fancies he can galvanize by one bold stroke the people to take any interest in his commodities, though they may already possess a world-wide reputation, and forecasts the potentialities of his particular trade by a *per capita* calculation, is doomed to disappointment. And yet the gradual extension of the railways, the establishment of modern schools, the thousands of Chinese students constantly going to and returning from foreign universities, the steadily increasing traffic with the interior, are all making their influence felt, and while extravagant estimates regarding the immediate results to be obtained from advertising are to be deprecated, it must be recognized that the market is capable of almost illimitable expansion and to keep pace with the changing conditions, the ways and means available for stimulating trade, through publicity work are, as already noted, now receiving serious attention.

The only points which need consideration are these: (1) Are the goods of a character likely to make an appeal to the Chinese? (2) Are they available in the different localities to meet local demands that may be credited? If these two questions can be answered in the affirmative, advertising in the vernacular papers, crude as it may be, is certain to more than repay the comparatively small outlay involved.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Halifax

To PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Cunard Line, about January 25.

To NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about January 25.

To BRITISH WEST INDIES.—*Chaleur*, Royal Mail Steam Packet Company, about February 4.

To LIVERPOOL.—*Canada*, White Star-Dominion Line, about January 23; *Saturnia*, Anchor-Donaldson Line, about February 3; *Canadian Volunteer*, Canadian Government Merchant Marine, Ltd., about February 5; *Cassandra*, Anchor-Donaldson Line, about February 20; *Canada*, White Star-Dominion Line, about February 27.

To GLASGOW.—*Canadian Carrier*, Canadian Government Merchant Marine, Ltd., about February 4; *Saturnia*, Anchor-Donaldson Line, about February 3; *Cassandra*, Anchor-Donaldson Line, about February 20.

To ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about January 25.

To RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO AND BUENOS AIRES SERVICE.—*Canadian Victor*, Canadian Government Merchant Marine, Ltd., about February 20.

To BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Victor*, Canadian Government Merchant Marine, Ltd., about February 26.

From St. John

To LIVERPOOL.—*Victorian*, C.P.O.S. Line, about January 28; *Metagama*, C.P.O.S. Line, about February 9; *Empress of Britain*, C.P.O.S. Line, about February 11; *Melita*, C.P.O.S. Line, about February 19.

To LONDON.—*Corsican*, C.P.O.S. Line, about January 29; *Holbrook*, C.P.O.S. Line, about January 29; *Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about February 5; *Batsford*, C.P.O.S. Line, about February 8.

To GLASGOW.—*Dunbridge*, C.P.O.S. Line, about January 29; *Pretorian*, C.P.O.S. Line, about February 18.

To AVONMOUTH.—*Dunbridge*, C.P.O.S. Line, about January 29.

To MANCHESTER.—*Manchester Shipper*, Manchester Liners, about February 5.

To SOUTHAMPTON.—*Scandinavian*, C.P.O.S. Line, about February 12.

To BELFAST AND DUBLIN.—*Lord Antrim*, Head Line, about January 31; *Ramore Head*, Head Line, about February 15.

To CARDIFF AND SWANSEA.—*Canadian Otter*, Canadian Government Merchant Marine, Ltd., about February 11.

To ANTWERP.—*Holbrook*, C.P.O.S. Line, about January 29; *Scandinavian*, C.P.O.S. Line, about February 12.

To ROTTERDAM. *Dunaff Head*, Head Line, about January 25; *Fanad Head*, Head Line, about March 5.

To HAVRE.—*Corsican*, C.P.O.S. Line, about January 29; *Manoa*, Fracanda Line (Canada Steamship Lines, Ltd., agents), about February 12.

To HAMBURG.—*Dunaff Head*, Head Line, about January 25; *Fanad Head*, Head Line, about March 5.

To ST. JOHN'S, NEWFOUNDLAND.—*Manola*, Canada Steamship Lines, about February 12.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—*Hellenes*, Houston Lines, about February 25.

TO KARACHI, BOMBAY, COLOMBO, MADRAS, RANGOON, CALCUTTA, SINGAPORE, BATAVIA AND SOERABAYA (via Mediterranean).—*Trevean*, Canadian Government Merchant Marine, Ltd., and British India Steam Navigation Company, Ltd., joint service, about January 29.

TO AUSTRALIA AND NEW ZEALAND.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about January 29; *Otira*, New Zealand Shipping Company, about February 15.

TO EASTERN AND FAR EASTERN PORTS.—*Hellenes*, Houston Lines, about February 25; *Croxteith Hall*, Ellerman-Bucknalls, about February 25.

TO SOUTH AFRICA.—*New Georgia*, Elder-Dempster & Co., about January 30; *Fantee*, Elder-Dempster & Co., about February 28.

From Victoria.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Tyndareus*, Blue Funnel Line, about February 15.

From Vancouver, B.C.

TO LONDON, LIVERPOOL, AND GLASGOW (via Panama Canal).—*Collegian*, Harrison Direct Line, about February 5.

TO ROTTERDAM, ANTWERP, LONDON, LIVERPOOL, AND HAMBURG.—*Eemdyk*, Holland-America Line, loading middle February.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Tyndareus*, Blue Funnel Line, about February 5.

TO AUSTRALIA AND NEW ZEALAND.—*Makura*, Canadian-Australasian Royal Mail Line, about February 9; *Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about February 10.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about February 10.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, C.P.O.S. Line, about February 8; *Empress of Japan*, C.P.O.S. Line, about February 23.

TO KARATSU, SHANGHAI, HONG KONG AND SINGAPORE.—*Melville Dollar*, Dollar Line, about January 27; *Harold Dollar*, Dollar Line, about February 8.

OVERIMPORTATION INTO SOUTH AFRICA

(Consul Fred. D. Fisher, Johannesburg, in United States Commerce Reports)

During the first part of 1920 British and American exporting houses are reported to have followed the practice of intimating to importers in South Africa that factory productions in the near future could not equal the demand, and travelling representatives and representatives in the field are said to have advised importers to order from two to three times their actual requirements in order to secure sufficient stocks. Many of these American and British exporters are now insisting upon the filling of orders as placed, and in consequence there is general overimportation into South Africa, particularly of motor cars and accessories and soft goods.

This overimportation, together with the early inauguration of the new currency act, which will require the banks to considerably increase their reserve against their note issues and other liabilities, has created a general financial stringency, and the banks are reducing overdrafts and curtailing credits. No serious failures have occurred, however, but American exporters to South Africa are advised to use caution in giving direct credits.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 1 Rue de Florence, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuideblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighting, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs, 31 North John street, Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

G. B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil: Bahia, British Consul. Rio de Janeiro, British Consul General.	Mexico: Mexico, British Consul General.
Chile: Valparaiso, British Consul General.	Netherlands: Amsterdam, British Consul.
Colombia: Bogota, British Consul General.	Panama: Colon, British Consul. Panama, British Vice-Consul.
Ecuador: Quito, British Consul General. Guayaquil, British Consul.	Peru: Lima, British Vice-Consul.
Egypt: Alexandria, British Consul General.	Portugal: Lisbon, British Consul.
France: Havre, British Consul General. Marselles, British Consul General.	Spain: Barcelona, British Consul General. Madrid, British Consul.
India: Calcutta. Director General of Commercial Intelligence.	Sweden: Stockholm, British Consul.
Italy: Genoa, British Consul General. Milan, British Consul.	Switzerland: Geneva, British Consul.
	Uruguay: Monte Video, British Vice-Consul.
	Venezuela: Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyright Act. Cullers' Act. Electric Light Inspection Act. Gas Inspection Act. Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Lead Bounties Act. Patent Act. Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act. Timber Marking Act. Weights and Measures Inspection Act. Zinc Bounties Act.

PUBLICATIONS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
Chinese Markets for Canadian Products (1919).
Grain Inspection in Canada (1914).
German War and its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
List of Licensed Elevators, etc.
Patent Office Record (Weekly).
Report of the Canadian Economic Commission (Siberia), 1919.
Rules and Forms of the Canadian Patent Office.
Rules and Regulations made by Board of Grain Commissioners.
Russian Trade (1916).
Trade of South China (1919).
Trade with China and Japan (1914).
Trading with Spain (1920).
Timber Import Trade of Australia (1917).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom.
Toy Making in Canada (1916).
Weekly Bulletin containing Reports of Trade Commissioners and other Commercial Information. *

REPORTS OF THE DOMINION BUREAU OF STATISTICS

I. Population:

Census: Report of Census of 1911:—
Volume II, Religious Origins, etc.
Volume III, Manufactures.
Volume IV, Agriculture.
Volume V, Forest, Fishery, Fur, etc.

Census—*Continued*.
Volume VI, Occupations.
Report of Census of Prairie Provinces, 1916.
Vital Statistics (pending).
Migration (pending).

II. Agriculture:

Monthly Bulletin of Agricultural Statistics.

Annual Bulletin of Agricultural Statistics.

III. Industrial Census (Annual) as follows:

Dairy Factories.
Fisheries.
Forestry—Lumber, Pulp and Paper, Sash and Planing Mills.
Mining, Metallurgical and Chemical Industries (pending).

Iron and Steel (pending).
Coal.
Central Power Stations.
General Manufactures.

IV. External Trade:

Monthly Report of the Trade of Canada.

Annual Report of the Trade of Canada

V. Transportation:

Railways and Tramways.
Express.
Telegraphs.

Telephones.
Canals, Water Carriers, Navigation.

VI. Internal Trade:

Grain.
Live Stock and Animal Products.
Prices (pending).

Monthly Produce Bulletins.
General (pending).

VII. Finance:

Municipal Statistics (cities of 10,000 population and over).

VIII. Justice: Criminal Statistics.

IX. Education (pending).

X. Abstracts:

The Canada Year Book, 1919.

Bureau of Statistics Quarterly (pending).

XI. Annual Report of Dominion Statistician.

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No. 887

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE BRANCH

CANADA



Guanajuato, Mexico's Famous Old Mining Camp. (See page 195.)

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(Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

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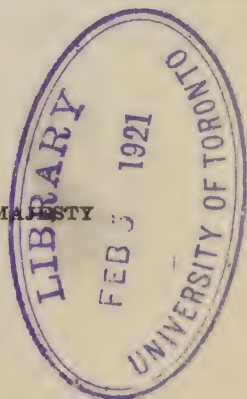


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, January 31, 1921

No. 887

GENERAL APPLE MARKET CONDITIONS IN THE UNITED KINGDOM, DENMARK, NORWAY AND HOLLAND

J. FORSYTH SMITH, CANADIAN FRUIT TRADE COMMISSIONER

Liverpool, January 3, 1921.—The quantities of apples coming forward during the three-week period from December 12 to December 31, have been substantially less than during the two-week period ending December 11, the Government statistics showing a drop of 144,150 cwt. (long). The quantities credited to Canada were 116,084 cwt. as against 299,498 cwt. during the former two-week period. Nevertheless, both the total of imports and the quantities from Canada have been about double those of the corresponding period of 1919, and considerably in excess of those of the same period in 1916. The proportion of shipments from Canada decreased from 50 per cent during the period November 27 to December 11, to 26 per cent during the period ending December 31.

In spite of the reductions noted, supplies (most of which, of course, have had the disadvantage of arriving either too close to or actually after Christmas) have been too heavy for the maintenance of the prices made early in December. Thus, Ontario Baldwins No. 1 have ranged from 40s. to 58s., as compared with 46s. to 56s.; Ontario Ben Davis No. 1 from 34s. to 45s., as compared with 40s. to 50s.; Ontario Starks No. 1 from 37s. to 51s., as compared with 40s. to 53s.; Nova Scotia Baldwins No. 1, 34s. to 52s., as compared with 42s. to 53s.; Nova Scotia Starks No. 1 35s. to 47s., as compared with 39s. to 58s.; Virginia York Imperials, 41s. to 62s., as compared with 50s. to 62s. No Canadian barrelled apples, and only a very few Virginia Albemarle have made the maximum 68s., and only a few Nova Scotia and Ontario Golden Russets, a very few Ontario Greenings and Kings, and a few Virginia York Imperials and Newtowns have made 60s. or over. Greenings, which of course are approaching the end of their season, have dropped badly. Ontario Greenings No. 1 have ranged from 35s. to 62s. (very few above 53s.), and Nova Scotia Greenings No. 1 from 35s. to 49s., as compared with 51s. to 64s., and 40s. to 60s., respectively early in December.

BARREL APPLE VALUES

The following table gives the range of the principal varieties of barrel apples on the four chief markets of the United Kingdom:—

Variety	Liverpool	Glasgow	London	Manchester
<i>Ontario Apples—</i>				
Baldwins 1.. . . .	41s.-55s.	46s.-58s.	40s.-50s.	.....
Baldwins 2.. . . .	35s.-48s.	38s.-50s.	.....	.....
Spy 1.. . . .	30s.-49s.	37s.-55s.	.....	.....
Spy 2.. . . .	30s.-46s.	34s.-50s.	.....	.....
Spy 3.. . . .	22s.-33s.	30s.	.....	.....
Golden Russets 1.. . . .	50s.-58s.	45s.-64s.	55s.-60s.	.....
Golden Russets 2.. . . .	49s.-60s.	35s.-55s.	50s.-55s.	.....
Golden Russets, Dgm.. . . .	59s.	.....	.....	.....
Golden Russets 3.. . . .	44s.	31s. 6d.	.....	.....
Ben Davis 1.. . . .	36s.-45s.	34s.-45s.	40s.-45s.	.....
Ben Davis 2.. . . .	30s.-40s.	33s.-41s.	35s.-40s.	.....
Ben Davis, Dom.. . . .	30s.-48s.	36s.	.....	.....
Ben Davis 3.. . . .	38s.	26s. 6d.	.....	.....
Greenings 1.. . . .	46s.-62s.	35s.-53s.	50s.	.....
Greenings 2.. . . .	35s.-45s.	31s.-48s.	48s.
Greenings 3.. . . .	33s. 6d.
Starks 1.. . . .	37s.-45s.	44s.-51s.	40s.-50s.
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BARREL APPLE VALUES.—*Concluded.*

Variety	Liverpool	Glasgow	London	Manchester
<i>Ontario Apples—Con.</i>				
Starks 2..	32s.-40s.	41s.-44s.	38s.-40s.	.....
Starks, Dom..	33s.	.....	.....	.....
Starks 3..	29s.-32s.	.....	.....	.....
Kings 1..	60s.	.....	.....	.....
Kings 2..	.....	.....	.....	.....
Kings, Dom..	47s.	.....	.....	.....
Kings 3..	44s.	.....	.....	.....
Wagner 1..	58s.	.....	.....	.....
Wagner 2..	45s.-53s.	.....	.....	.....
Mann 1..	27s 6d-36s 6d	.....	.....	.....
Mann 2..	.....	.....	.....	.....
Mann 3..	28s.-30s.	.....	.....	.....
Russets 1..	51s.	.....	.....	.....
Russets 2..	45s.-47s.	.....	.....	.....
Talman 1..	.....	29s.	.....	.....
Canada Red 1..	.....	39s.-46s.	.....	.....
Canada Red 2..	.....	42s.	.....	.....
<i>Nova Scotia Apples—</i>				
Starks 1..	35s.-43s.	35s.-38s.	38s.-47s.	37s.-42s.
Starks 2..	30s.-35s.	35s.	32s.-45s.	30s.-39s.
Starks, Dom..	29s.-37s.	28s.	28s.-42s.	34s.-39s.
Starks 3..	27s.-37s.	26s.-27s.	27s.-34s.	28s.-33s.
Baldwins 1..	39s.-45s.	34s.-39s.	39s.-52s.	40s.-46s.
Baldwins 2..	35s.-40s.	30s.-35s.	35s.-46s.	38s.-42s.
Baldwins, Dom..	33s.-39s.	27s 6d-33s.	27s.-40s.	35s.-43s.
Baldwins 3..	25s.-30s.	22s.-33s.	31s.-37s.	32s.-35s.
Kings 1..	38s.-45s.	.....	40s.-55s.	.....
Kings 2..	34s.-39s.	.....	40s.-48s.	.....
Kings, Dom..	35s.-38s.	.....	40s.-41s.	.....
Kings 3..	32s.-33s.	.....	39s.-40s.	.....
Golden Russets 1..	48s.-58s.	33s.-39s.	50s.-60s.	58s.-63s.
Golden Russets 2..	40s.-47s.	30s.-37s.	45s.-57s.	55s.-60s.
Golden Russets, Dom..	36s.	26s.-35s.	45s.-54s.	55s.-57s.
Golden Russets 3..	.....	25s.-29s.	40s.-48s.	44s.-53s.
Fallwaters 1..	37s.-41s.	34s.-37s.	38s.-40s.	40s.-44s.
Fallwaters 2..	.....	31s.-35s.	35s.-45s.	37s.-40s.
Fallwaters, Dom..	27s.-35s.	27s.-30s.	35s.-40s.	34s.-35s.
Fallwaters 3..	31s.	23s.-30s.	32s.-36s.	30s.-35s.
Mann 1..	30s.-35s.	.....	35s.-40s.	38s.-42s.
Mann 2..	24s.-31s.	.....	32s.-39s.	35s.-40s.
Mann, Dom..	25s.-32s.	.....	30s.-37s.	36s.-40s.
Mann 3..	21s.-25s.	.....	21s.-30s.	25s.-31s.
Greenings 1..	38s.-46s.	35s.	41s.-49s.	40s.-47s.
Greenings 2..	28s.-38s.	33s.	33s.-40s.	.....
Greenings, Dom..	28s.-35s.	34s.-35s.	30s.-36s.	38s.-41s.
Greenings 3..	22s.-28s.	25s.-33s.	25s.-35s.	.....
Spy 1..	35s.-37s.	34s.	50s.-55s.	48s.-56s.
Spy 2..	34s.	34s.	40s.-50s.	40s.-43s.
Spy, Dom..	25s.-31s.	30s.	.....	36s.-42s.
Spy 3..	25s.-27s.	25s.	.....	29s.-36s.
Blenheims 1..	41s.-45s.	.....	55s.-60s.	.....
Blenheims 2..	44s.	.....	45s.-55s.	.....
Ribstons 1..	.....	.....	60s.-68s.	.....
Ribstons 2..	.....	.....	55s.-64s.	.....
Ribstons, Dom..	.....	.....	55s.-60s.	.....
Ben Davis 1..	.....	.....	40s.	.....
Ben Davis 2..	.....	.....	36s.-37s.	.....
Wagner 1..	.....	.....	.....	49s.-50s.
Wagner 2..	.....	.....	.....	45s.
Wagner, Dom..	.....	.....	.....	43s.
Wagner 3..	.....	.....	.....	33s.
<i>American Apples—</i>				
Virginia York Imported..	41s.-56s.	35s.-48s.	50s.-62s.	.....
Virginia Albemarle..	61s.	53s.-64s. 6d.	64s.-68s.	.....
Virginia Newtowns..	.....	52s.-64s. 6d.	.....	.....
New York Ben Davis..	36s.-37s.	33s.-37s.	40s.-45s.	.....
New York Greenings..	40s.-44s.	40s.-43s.	50s.-55s.	.....
New York Baldwins..	40s.-44s.	35s.-44s.	45s.-50s.	.....
New York Stark..	.....	33s.-38s.	.....	.....
Maine Ben Davis..	32s.-37s.	.....	.....	.....
Maine Baldwins..	32s.-46s.	.....	.....	.....

The only Nova Scotia apples sold in Glasgow were a portion of those ex ss. *Canadian Voyageur* and ss. *Dunbridge*, which arrived too close to the holiday season for good prices, and many of which were held over. The condition also was not very satisfactory. Hence the very low range of prices as compared with lots in other markets sold some time previously.

BARREL APPLES—SPECIAL COMMENT

The Ontario apples ex ss. *Canada*, Liverpool, December 17, were in general lower in quality than those ex the previous boat, ss. *Metagama*, and they also met a dropping market, prices on such standard varieties as Baldwins, Starks, and Ben Davis showing a decrease of 3s. to 7s. Even the best Golden Russets made no higher than 60s. as compared with a previous 68s. for No. 1, and 49s. to 51s. as compared with the last boat's 60s. for No. 2. Some very fine Kings, however, made excellent values: 60s. for No. 1, 47s. for Domestics, and even 44s. for No. 3.

The Nova Scotia apples, some 14,000, ex ss. *Manchester Hero*, December 14 and 16, met a fairly satisfactory market, though the influence of dropping prices was felt to some extent.

The Ontario apples ex ss. *Pretorian*, Glasgow, December 14, were sold at prices generally satisfactory, as compared with other markets at the time.

The Nova Scotia apples ex ss. *Barrymore*, Liverpool, December 17, dropped substantially below the prices paid in Manchester for the shipment ex ss. *Manchester Hero*, three days before. Thus, Golden Russets, Greenings, Baldwins, and Starks No. 1 sold at 48s. to 55s, 38s. to 40s., 39s. to 42s., and 35s. to 38s., respectively, as compared with the Manchester prices of 58s. to 63s., 40s. to 47s., 40s. to 46s., and 39s. to 42s. There was quite a sharp decline in the demand for Greenings, which have been in strong demand throughout the season.

The London market steadily weakened during the last three weeks, due to heavy supplies, and there was not a very observable briskening of trade for the Christmas season. A large portion of the Nova Scotia apples ex ss. *Kanawha* had to be held over the holiday period, and the prospects are not bright for these, as a very slack demand may always be depended on during the first two weeks of January.

The sale of Ontario apples ex ss. *Saturnia*, Glasgow, December 23, was too close to the holiday for the best prices, and resulted in a considerable drop in prices as compared with the previous boat, the ss. *Pretorian*. Thus Baldwins and Ben Davis No. 1 fell from 48s. to 58s. and 41s. to 45s., respectively, to 46s. to 48s. and 34s. to 37s., respectively.

The Ontario apples ex ss. *Megantic*, Liverpool, December 29 and 30, in spite of the unfavourable time of sale, maintained values about on a level with those paid for shipments ex. *Melita* and *Canada* for such standard varieties as Baldwins, Ben Davis, and Starks, but bidding was very slow, mixed lots dropped, and many lots were held over for lack of satisfactory offers.

The Ontario and Nova Scotia apples ex *Canadian Voyageur* and *Dunbridge*, Glasgow, December 29, were somewhat unsatisfactory as to condition, met the dropping market after the holiday demand had been satisfied, and will return unsatisfactory prices. The Nova Scotia apples were further hampered by the fact that they never meet a good reception on this market, and their values were the lowest made on any market during the past three weeks. Thus Baldwins, Fallawaters, Starks No. 1 dropped to 34s. to 39s., 34s. to 37s., and 35s. to 38s., respectively, as compared with a range of 39s. to 52s., 37s. to 44s., and 35s. to 47s., on all other markets during this period. Many were held over for sale during the next week.

MISGRADED AND MISMARKED ONTARIO APPLES

Many Ontario barrel shippers are having little regard for the reputation of their packs, apparently not realizing that an established reputation for good packing is an asset directly translated into dollars and cents on this market. Many packs, ex

ss. *Canada* especially, were noted that were not up to the required standard, and much confusion also has been caused in the auction sales room by misnamed varieties, barrels stencilled "Spies" opening up "Russets," etc. Far too many barrels also are coming forward with either the grade or the variety, or both, unstencilled, and marked in lead pencil. Ontario has an excellent reputation on the market, and every effort should be made to protect and preserve it.

THE BRISTOL MARKET

A shipment of about 14,000 Nova Scotia apples ex ss. *Montezuma* to Bristol, December 14, met a somewhat slow market, but made prices that compare favourably with those at other distributing points. Thus Baldwins No. 1 sold at 43s. to 48s., as compared with 40s. to 46s. at Manchester, 39s. to 42s. at Liverpool, and 42s. to 52s. at London on the same date; Golden Russets No. 1 sold at 68s., as compared with 58s. to 63s. in Manchester, 48s. to 55s. in Liverpool, and 57s. to 59s. in London; and Starks No. 1 sold at 44s. to 46s., as compared with 39s. to 42s. in Manchester, 35s. to 38s. in Liverpool, and 40s. to 47s. in London. It is quite clear that it will be to the advantage of our shippers to continue to make use of this new distributing point. So far, Ontario has not shipped very much to Bristol.

CARDIFF AMBITIONS

The municipal development department of Cardiff are very anxious to secure direct shipments of apples for distribution through that port. They make the statement that 60 per cent to 70 per cent of the fruit shipped to Bristol is consumed in the South Wales valleys, of which Cardiff is the natural and economical port. An efficient apple-selling organization exists in Cardiff, but Cardiff auction brokers are now selling at Bristol, in the absence of direct transportation facilities to Cardiff. The difficulty in making Cardiff a distributing point is altogether one of transportation.

BOXED APPLES

There have been very heavy supplies of Western American boxed apples on all markets, and values have dropped very decidedly. A very few Oregon Newtowns, extra fancy, have realized 23s. 6d., but the range for these in general has been from 20s. to 22s., and during the past week in Liverpool lots have been continually withdrawn from the auction because no bids higher than 20s. could be obtained. Idaho Newtowns have sold at 20s. to 21s. for extra fancy. California Newtowns have sold slowly at 16s. 6d. to 20s. Jonathans, partly no doubt owing to the doubt created in the minds of the buyers by the diseased condition described in the last report, have made very low values, extra fancy ranging from 15s. to 17s. Winesaps have also sold at low prices, 15s. 9d. to 19s. for extra fancy. Winter Banana, fancy, have ranged from 14s. to 15s. 9d.; and Delicious, extra fancy, from 16s. 6d. to 17s. 6d. Ontario sent forward few boxed apples of special quality, low class varieties ranging from 12s. to 16s. 6d. A few Spies No. 1 reached 21s.; Kings No. 1 20s., and Golden Russets No. 1, 19s.; Nova Scotia boxed apples of inferior varieties have ranged from 12s. to 16s. Some Golden Russets No. 1 have ranged from 21s. to 23s., and a few Wageners No. 1 and No. 2 made 18s. British Columbia Cox's Orange No. 1 made 23s. and No. 2 21s.

BOXED APPLES—SPECIAL COMMENT

A shipment of British Columbia apples ex ss. *Pretorian*. Glasgow, December 14, sold as follows: Cox's Orange No. 1, 150 to 200, 23s.; No. 2, 200 to 234, 21s.; Jonathans No. 1, 138 to 188, 18s. 6d.; 200, 18s.; 213 16s. 9d.; 225, 16s.; 234 to 238, 16s. 6d.; No. 2, all sizes, 15s. 6d. to 17s.; Newtowns No. 1, 188, 20s.; 200, 19s. 6d.; 213 to 225, 18s. 6d.; Winesaps No. 1, 17s. 9d. to 18s. 6d.; No. 2, 138 to 175, 18s.; 188 to 225, 17s.;

234, 16s. 3d.; 252, 15s. 6d. Ontario boxed apples ex the same steamer sold as follows: Roxbury Russets No. 1, 16s. 6d.; No. 2, 15s. 6d.; Ben Davis No. 1, 16s.; No. 2, 16s.; Spy No. 1, 21s.; No. 2, 19s.; Golden Russets No. 1, 19s.; Baldwins No. 2, 18s.; Greenings No. 1, 19s.; Willow Twig No. 1, 17s. 9d.; No. 2, 15s. 6d.; Kings No. 1, 20s.

Nova Scotia boxed apples ex ss. *Montezuma*, Bristol, December 14, sold as follows: Golden Russets No. 1, 21s. 6d. to 22s.; Spies No. 1, sizes 104 to 188, 19s.

Nova Scotia Golden Russets No. 1 ex ss. *Manchester Hero*, Manchester, December 21, sold at 21s.

Nova Scotia boxed apples ex ss. *Barrymore*, sold in Liverpool on December 15 as follows: Golden Russets No. 1, 188, 22s. 6d.; 175 to 200, 23s.; Ben Davis No. 1, all sizes, 12s.; Baldwins, Spies, Wageners No. 1, in one mixed lot, all sizes, 15s. 6d. Idaho Newtowns at the same sale made 18s. to 22s., and Jonathans, 16s. to 18s.

Some Ontario boxed apples, unpapared, ex ss. *Canada*, sold in Liverpool, December 17: Spy, 1, 14s. 9d.; No. 1, 14s. 3d.; Starks No. 1, 14s. 9d.; Kings No. 1, 13s. 6d.; No. 2, 13s. 9d.; Greenings No. 2, 14s. 3d.; Baldwins No. 2, 13s. 9d.; Phoenix No. 2, 13s. 6d. Washington apples at the same sale sold as follows: Jonathans, extra fancy, 17s. 6d. to 19s.; fancy, 16s. 3d. to 18s.; "C", 16s. to 16s. 3d.; Winesaps, extra fancy, 14s. 6d. to 16s.

The Ontario boxed apples ex ss. *Saturnia*, Glasgow, December 23, were sold without reference to size, as follows: Spy No. 1, 14s. 9d. to 16s., a few at 10s. 6d.; No. 2, 13s. 9d. to 15s., a few at 10s., Domestic, 14s.: Baldwins No. 1 16s., No. 2 14s. 6d., Domestic 13s. to 15s.; Greenings, No. 1 15s. 6d., slack 12s., No. 2 14s., Domestic 12s. to 15s.; Golden Russets, Domestic, 13s. 9d.; Russets No. 1 10s. to 13s., No. 2 11s.: Oregon apples at the same sale sold as follows: Winesaps, extra fancy, 19s. 6d.; Newtowns, extra fancy, 22s.; Spitzenberg, extra fancy, 21s.

Ontario boxed apples ex ss. *Dunbridge*, Glasgow, December 29, were sold as follows: Baldwins No. 1, 15s., No. 2, 13s.; Ben Davis No. 2, 11s. 6d.; Canada Red No. 1, 12s. 6d. At the same sale Oregon apples made as follows: Newtowns, extra fancy, 21s.; "C" grade, 19s. 3d.; orchard run, 18s. 9d.; Spitzenberg, extra fancy, 18s. 6d.; fancy, 17s. 6d.; "C" grade, 15s. 6d.; Ben Davis extra fancy, 14s. 3d.; fancy, 13s. 6d.; "C", 13s.; Rome Beauty, extra fancy, 16s. 3d. to 16s. 9d.; fancy, 16s.; "C", 15s. to 16s. 6d.; Jonathans, fancy 16s.; "C", 16s.; Winesap, extra fancy, 17s. to 19s.; fancy, 16s. to 17s.; "C", 15s. 6d. to 16s.; jumble pack, 14s.

SIZING AND PAPER WRAPPING

Attention is again called to the failure of many eastern box apple packers to comply with such essential features of the box pack as accurate sizing and paper wrapping. Inaccurate sizing causes slack packs with consequent deterioration in value. Paper wrapping on this market is a distinctive mark of quality and, where it is lacking, the best prices cannot be expected. This is the case, even apart from the consideration of the protective value of the paper.

LIGHT WEIGHT BOXES

Complaints have been received from purchasers of Ontario boxed apples as to light weights in their shipments. The varieties complained of are Kings, Spies and Greenings, which are stated in many cases to average no more than 44 pounds gross. Such weights of course compare very unfavourably with the standard set by the Government for western boxed varieties, and are no doubt due to the large sizes packed. It is strongly recommended that no sizes larger than 150 be packed in boxes. Many sizes usually packed in barrels as No. 2 will be quite acceptable as No. 1, if of good colour and quality, and without blemish, but such colour and quality are of course essential for this grade.

WIRING OF BOXED APPLES

It is to be regretted that the steamship companies have relaxed their regulation as to the non-acceptance of unwired boxed apples, permitting such shipments to come forward without such protection at the risk of the shipper. The proportion of unwired boxes reaching this country from Canada this season has not been great, but these have again illustrated the wisdom of wiring by the high percentage of breakage shown.

It is hoped that shippers will not continue to take advantage of the alternative offered them by the steamship companies, as experience has definitely proved that unwired boxes cannot be counted upon to arrive in good condition.

BARRELS VERSUS BOXES

In view of the experimental nature of boxed apple shipments from the Eastern Provinces, the following table showing the comparative prices of boxed and barrelled apples sold on the same market, on the same day, will be of interest:—

Variety	Market	Date	Barrels	Boxes	Barrel equivalent of box values
Ont. Bens 1..	Glasgow	Dec. 14	41s.-45s.	16s.	48s.
Ont. Bens 2..	"	" 14	40s.-41s.	16s.	48s.
Ont. Spy 1..	"	" 14	54s.-55s.	21s.	63s.
Ont. Spy 2..	"	" 14	45s.-47s.	19s.	57s.
Ont. G. Russets 1.. . . .	"	" 14	62s.-64s.	19s.	57s.
N.S. G. Russets 1.. . . .	L'pool.	" 14	51s.-58s.	22s.-23s.	66s.-69s.
N.S. Ben Davis 1.. . . .	"	" 14	39s.-40s.	12s.	36s.
N.S. Spy 1..	"	" 14	37s.	15s. 6d.	46s. 6d.
N.S. Baldwins 1.. . . .	"	" 14	42s.-45s.	15s. 6d.	46s. 6d.
N.S. Wagner 1..	"	" 16	49s.-50s.	18s.	54s.
Ont. Spy 1..	"	" 17	41s.-44s.	14s. 9d.	44s. 3d.
Ont. Spy 2..	"	" 17	37s.-41s.	14s. 3d.	42s. 9d.
Ont. Starks 1..	"	" 17	37s.-39s.	14s. 9d.	44s. 3d.
Ont. Kings 1..	"	" 17	60s.	13s. 6d.	40s. 6d.
Ont. Greening 2.. . . .	"	" 17	35s.-40s.	14s. 3d.	42s. 9d.
Ont. Baldwins No. 2.. . .	"	" 17	35s.-43s.	13s. 9d.	41s. 3d.
N.S. G. Russets 1.. . . .	Bristol	" 14	68s.	21s. 6d.-22s.	64s. 6d.-66s.
N.S. Spy 1..	"	" 14	46s.-54s.	19s.	57s.
N.S. G. Russets 1.. . . .	Man'ster.	" 14	58s.-63s.	21s.	63s.
Ont. Spy 1..	Glasgow	" 23	37s.-44s.	14s. 9d.-16s.	44s. 3d.-48s.
Ont. Spy 2..	"	" 23	34s.-38s.	13s. 9d.-15s.	41s. 3d.-45s.
Ont. Spy Dom..	"	" 23	34s.	14s.	42s.
Ont. Baldwins 1.. . . .	"	" 23	46s.-48s.	16s.	48s.
Ont. Baldwins 2.. . . .	"	" 22	38s.-44s.	14s. 6d.	43s. 6d.
Ont. Baldwins Dom.. . .	"	" 23	35s.	13s.-15s.	39s.-45s.
Ont. G. Russets Dom.. .	"	" 23	32s.	13s. 9d.	41s. 3d.
Ont. Baldwins 1.. . . .	"	" 29	44s.-46s.	15s.	45s.
Ont. Baldwins 2.. . . .	"	" 29	35s.-40s.	13s.	39s.
Ont. Ben Davis 2.. . . .	"	" 29	33s.-34s.	11s. 6d.	34s. 6d.

The general trend of the evidence furnished in the above table is in favour of Eastern box packing, 25 per cent only of the various lots of boxed apples having made prices less than those of the same varieties packed in barrels. This general result, in the face of an existing prejudice against Eastern boxed apples, must be regarded as very satisfactory, especially as there is room for considerable improvement in grading and size uniformity. Although Baldwins and Ben Davis in boxes have sometimes made higher prices than these varieties in barrels, these varieties are not recommended for box packing, in view of the large quantities of barrelled apples of these varieties with which they will always have to compete. Wagners, Spies, and Golden Russets, however, are clearly indicated as varieties suitable for box-packing, though the uniform quality to be expected in Russets will frequently enable a good barrel pack to make prices quite equal to those of boxes. The King will not box-pack to advantage except in the case of the smallest sizes.

While the Eastern box packs of many varieties have brought prices superior to those of barrels of the same varieties, it should be noted that the Golden Russet, Spy,

and Wagner are the only varieties that have made prices equal or superior to the current values of Western boxed apples. Neither Baldwins, Greenings, Starks, nor Ben Davis can effectively compete with the latter.

HIGH RETAIL PRICES

The high cost of apples to the consumer undoubtedly is a factor that is having a very adverse effect upon demand, as it can readily be imagined that a large part of the consuming public cannot afford to buy very many apples at 7d. to 10d. (14 cents to 20 cents) per pound. Before the war, when barrel apples sold at 2½d. to 3d. a pound, and boxed apples at 4d. to 6d. towards the end of the season, it used to be held by the importers that boxed apples could not be expected to go into general consumption unless it was possible to offer them at greatly reduced prices. War conditions have demolished all standards, but it is clear that, with a cost of living so great that a very large section of the population must live very carefully if they are to make both ends meet, apples at such high prices cannot possibly be used by average families in quantities corresponding to their value as an article of diet. High costs of production and transportation, of course, make prewar prices impossible, but there is no legitimate reason for maintaining such extreme prices to the consumer.

There is an unreasonable spread between the wholesale price and the price to the public, the retailers in this country taking advantage of two factors in the situation to make excessive profits on their sales. These two factors are, first and most important, the maintenance of Government control, under which the authorities practically certify to the consumer that 10d. a pound is a reasonable price; and secondly, and partly arising from the first, the influence of the habit inculcated in the period of real shortage immediately after the Armistice of paying high prices for apples. The consumer, who has found the influence of control decidedly protective in connection with other commodities, and even in connection with apples immediately after the war, is slow to realize that, under present changed conditions of liberal apple supply, the maximum retail price is decidedly above the requirements, and retailers continue to impose it because they find they can secure it without difficulty.

The situation will be made clear by the following instances of apples bought from the Liverpool auction and sold by retailers in Liverpool:—

Virginia York Imperials

	s.	d.
Wholesale price.. . . .	55	0
Wholesale profit.. . . .	6	0
Price to retailer.. . . .	61	0
Retail price, 130 lb. at 8d. a lb..	86	8
Retail profit.. . . .	25	8

Ontario Baldwins

	s.	d.
Wholesale price.. . . .	45	0
Wholesale profit.. . . .	6	0
Price to retailer.. . . .	51	0
Retail price at 7d. per lb.. . . .	75	10
Retail profit.. . . .	24	10

Ontario Golden Russets

	s.	d.	s.	d.	s.	d.
Wholesale price.. . . .	55	0	60	0	68	0
Wholesale profit.. . . .	6	0	6	0	6	0
Price to retailer.. . . .	61	0	66	0	74	0
Retail price, 140 lb. at 10d. a lb..	116	8	116	8	116	8
Retail profit.. . . .	55	8	50	8	42	8

In the above case three wholesale prices are given, as Golden Russets have sold at all these prices within the past three weeks. There is nevertheless only one retail price for Golden Russets—10d. a pound. No attempt is made to give the public the benefit of reduced value. Forty-two shillings and eight pence, 56 per cent on the price to retailer, the profit allowed by the Government, on the assumption that the apples

were sold primarily at the maximum control figure of 68s., is surely excessive enough in itself, but the retailer is not content with this. He knows that the Golden Russet is among the most popular varieties on the market, and that, for the best varieties, the consumer has been educated up to believe that 10d. a pound is a fair price, and so, even when his apples have been sold primarily at 55s., he still charges the maximum, 10d. per pound, making the astounding profit of 55s. 8d.—90 per cent on the price he has paid. He thus unjustifiably, but of course not illegally, adds 13s. per barrel to the profit provided for by the Government for apples sold at 68s.

	Ontario Greenings	Ontario Baldwins
Wholesale price.. . . .	50s.	45s.
Wholesale profit.. . . .	6s.	6s.
Price to retailer.. . . .	56s.	51s.
Retail price per barrel.. . . .	69s.	61s.
Retail profit.. . . .	13s.	10s.

The above were sold by the barrel.

	Jonathans	California Newtowns	Oregon Newtowns
	s. d.	s. d.	s. d.
Wholesale price.. . . .	19 0	19 0	22 0
Wholesale profit.. . . .	2 0	2 0	2 0
Price to retailer.. . . .	21 0	21 0	24 0
Retail price.. . . .	30 0	26 0	32 6
Retail profit.. . . .	9 0	5 0	12 6

The above were sold by the box, by the same retailer. As will be seen, there is no effort to give the public the benefit of the wholesale market, by calculating profit as a definite percentage of cost, but the public are charged just what they are likely to pay within the legal limits. For Oregon Newtowns, perhaps the most popular apple on the market, there is not likely to be much cavil at a high figure, so a profit of 12s. 6d., or over 50 per cent, is taken. For Jonathans, less in demand, it would not be safe to ask more than 9s., and for California Newtowns, still lower in the scale of popularity, 5s., or 20 per cent, is considered advisable.

The instances given were all taken on the same day from the prices displayed in the window of a large retail store of the standing of the Hudson's Bay Company, but similar prices are generally prevalent. In the case of apples sold away from importing centres the cost of inland freight must be deducted from the profits, the retail price remaining much the same. The wholesale prices used are the top wholesale prices paid in Liverpool during the past three weeks. Many retailers selling at 7d. to 10d. have, of course, bought at lower prices than those given above.

Under normal competitive conditions such profits would not be possible, but the people have been so accustomed to regard control as a protective influence that they do not realize that, under present conditions, its influence is positively adverse. They have become accustomed to seeing apples offered at 9d. to 10d. per pound, control acts as a Government certificate that such prices are not unreasonable, and it does not occur to them to inquire into the incidental profits made.

CASE FOR DECONTROL

A case, based upon the considerations outlined above, has been presented to the Ministry of Food, urging the immediate discontinuance of apple control. It has been pointed out that, as a direct result of the free market granted in September, apple prices dropped in the middle of October to the lowest level this season, that only the most negligible quantities of either boxed or barrelled apples have sold as high as the maximum since control was reimposed, that control is very clearly therefore not

controlling, and that, on the other hand, having ceased to protect the consumer, it is now protecting the retailer at the consumer's expense. It has further been set forth that profits of 24s. 10d. to 55s. 8d. per barrel and 9s. to 12s. 6d. per box, possible only because they are bolstered up by a maximum generally believed to be protective to the consumer, actually mean that the retailer, for handing out the contents of an apple package to the consumer, receives considerably more than the Canadian grower, for growing, cultivating, spraying, picking, grading and packing his fruit for export. The case for decontrol is the strongest possible. It is to be hoped that it will prevail.

[NOTE.—The British Food Ministry has removed all restrictions on the importation and control of apples as from March 31, 1921.]

APPLE ADVERTISING CAMPAIGN

The National Federation of Fruit and Potato Trades Association, Limited, of the United Kingdom, an organization including the principal fruit importers, wholesalers and retailers in this country, have appointed a publicity manager, and have in view a general campaign of advertisement with a view to stimulating the consumption of fruit in Great Britain. It is possible that a National Apple Day may be held next year, and propositions have been put forward for the holding of a Canadian Fruit Week. Nothing definite has yet been arranged, but it is a matter that may result in interesting developments. Another suggestion that has been made is the holding of a commercial fruit show in London in the autumn of 1921.

NEW ZEALAND APPLES

The New Zealand Fruit Growers' Federation, Limited, state that space has been arranged for 100,000 cases of apples this year for the London market, the Government guaranteeing a return of one penny per pound, or 7s. per case for this quantity. The cost of freight will be about 8s. per case.

ENGLISH PACKING AND GRADING

As is no doubt generally known in Canada, English apples are for the most part packed in bushel or half-bushel returnable wicker baskets, used over and over again. Efforts, the success of which is very doubtful, are being made at the present time to induce growers to pack in bushel boxes similar to the Canadian and American standard box.

The following remarks, somewhat naive in their confidence in English quality, by an advocate of this pack will be of interest to our shippers:—

"Every one knows perfectly well that American apples are far inferior to our own in quality, but they are packed so well, so attractively, so honestly, and are so easy to distribute, that the public gets them every time.

"If English growers are to regain their own markets, they must radically alter their methods by bringing them up to date, and if the public are to be properly supplied with English apples, then our growers must present them in the same attractive, honest, businesslike way. It is absurd for our apple season to practically end in November just because American apples come in then. One can understand it finishing in February, which would be a seasonal ending, but for growers to flood their own home market during September and October in their anxiety to get rid of their apples, and so leave the market open for foreign, is surely ridiculous and unworthy of our race. What happened when Americans 'butted into' our boot, bicycle, and tobacco markets? Our manufacturers at once put their houses in order, fought the invaders, and kept not only their own markets but their export trade too. While recognizing that the same conditions do not quite correspond each season, there is a complete parallel in years of plenty when we should be able to fully and completely keep our home market supplied with British and Best apples, and be in a position to export too.

"British growers must develop a business sense, take longer views, and if necessary, combine to establish packing houses if the opportunities are to be taken advantage of. Apples certainly travel far better in boxes; no wicker marks, no pilferage, less cubic space taken up, quicker to handle, and ultimately will undoubtedly be carried at lower rates on our railways. The non-returnable is unquestionably ideal, and apples packed in boxes do most certainly pay for the extra trouble and expense incurred, provided that, of course, suitable grades of suitable sorts are so packed.

"My own experience of packing in boxes began in 1917, in which year I put a few boxed apples on the London market, and in every case the price obtained paid for the extra cost, and 'then some,' as our U.S.A. cousins say. For some years now a few of the most up-to-date Kent growers have marketed their best fruit in London in boxes, and there is no doubt but that the practice will become far more general.

"Another development must be made in educating the public to take a bushel box or two at a time, as is the universal habit in Canada, and unless retailers take up this business they will find that it will be done direct from the grower. Trade marks, guaranteed net weights or counts, stated grades and standardized packages will all come together in the very near future, and growers adhering to the old, haphazard, old-fashioned ways will find their market gone.

"I am strongly of opinion that all boxed apples should be wrapped even for our own home markets. It gives such an appearance of finish, and is hygienic; it also protects the apples from bruising, keeps them sounder, and enables the packing to be done faster. Until we progress much more rapidly we must continue the use of the sieve, half-sieve and pot for ordinary grades of the lower priced varieties, but, always, we must be striving to improve the whole system of packing and grading, gradually increasing our home market, and, going on still further, prepare to supply the world's markets, especially those which are at present undeveloped.

"There is some little confusion with regard to the type of box which is most desirable for apples, but in this we must follow the lead of the greatest exporting countries—Canada and the U.S.A. Both have now adopted the 'Oregon' box, inside measurement $10\frac{1}{2}$ by $11\frac{1}{2}$ by 18 inches. This box has many advantages over the older type of 10 by 11 by 20, as all apples are packed on their sides, thus showing their most attractive aspect, and it is far easier to pack into the Oregon box, there being no preliminary tests as to whether they should go in on their sides or not. The rules governing which pack is to be used for any size are extremely simple; so simple, in fact, that the apples decide this for themselves, according to their sizes."

ENGLISH APPLE PRICES

English apples have been on the London market in diminished supply during the past three weeks, and the best varieties, such as Bramleys, Newton Wonder, and Wellingtons, have generally sold, in spite of the weakening apple market, at the home fruit maximum of 63s. per hundredweight.

MARKET FOR PEACHES

Ontario peach producers have from time to time manifested an interest in the possibility of finding a market for their product in the United Kingdom. The prospects are not particularly promising. South African peaches sell to advantage in this country, but this is due principally to the advantage that they have in the matter of season. South African peaches come on the market during the late winter months, and find a bare market, with correspondingly satisfactory prices. English hothouse peaches, very fine fruit, also sell as high as 2s. 6d. apiece. Ontario peaches unfortunately would reach the market in the early autumn, a season when, normally, there is a considerable supply of soft fruits, and are of a class for which a demand would have to be slowly built up. So far, on the British market, the peach is unknown except as luxury fruit. High prices are readily paid for limited quantities

of super-excellent hothouse fruit, with which Ontario could not hope to compete, but cheaper and lower class peaches have never been offered except in experimental shipments, and to place these on the market would be uphill work at first. It is scarcely likely that any fruit importer would care to take the risks involved. Nevertheless, it is believed that a demand might be developed, and it is believed that it would be well to arrange, next season, for experimental shipments.

Confirming the doubtful attitude of the trade towards Ontario peaches, the following statement is taken from an interview recently held by a representative of *The Canadian Export Pioneer* with one of the largest retail handlers of fruit in London. "Asked for his opinion of the proposed experimental shipment of Ontario pears and peaches to the London market next year, the buyer said the pears had a good chance, but the peaches would have to be landed at a really popular price to make good."

A fuller report, after further investigation, will be presented of the possibilities of Ontario peaches, before next season opens.

It may be interesting to note, in this connection, that the first shipments of South African peaches, apricots and plums have just reached the London market.

THE SPANISH EXPORTERS' BOYCOTT

The boycott of the Liverpool and Manchester auctions by Spanish fruit exporters, which has lasted since October, has just been settled. During this period very little Spanish fruit was shipped direct to the auctions, though a certain amount was always available through intermediaries. The exporters were holding out for outright sales on the merits of the goods as exhibited on the quay or as per sample in the saleroom, and for the abrogation of the right of rejection, which has been used somewhat too much to their disadvantage in the past.

The Orange Federation of Valencia, Spain, sent the following note to the local press on the subject early in December:—

"A meeting of exporters has been held for the purpose of considering the proposed suspension of shipments and the boycott declared against the markets of Liverpool and Manchester, as a means of solving the question of 'Rejections'. The following resolutions were unanimously adopted:—

"That no shipments should be made for England from December 15 to January 5, and that a further meeting be held on December 27, to consider whether or not the suspension of shipments should be continued beyond January 5. In view of the fact that the brokers and buyers of Manchester and Liverpool do not appear to be willing to settle the question of 'Rejections,' the meeting resolved to deal direct with the brokers (dispensing with the buyers) in regard to the matter, and for this purpose has invited them to come to Valencia, warning them that, if no solution is arrived at, they also will be dispensed with."

Unfortunately, from the standpoint of the exporters, it was the buyers (with whom they dispensed so cavalierly) that were the strongest factors in the situation. The brokers were steadily losing money through the boycott, and had therefore strong inducements to yield, but were pretty much in the hands of the buyers, who were losing nothing except a little inconvenience, as they could readily procure their supplies of Spanish fruit outside the auction saleroom, for the exporters were not sufficiently united to stop all shipments to this country.

In the settlement the exporters were forced to yield their main point of objection to "Rejections," and in fact must be considered to have failed in the purpose of the boycott. Their threats were stronger than their performance and, in the face of the firm position taken by the strongly organized British buyers, they have had to capitulate. All the advantage they have secured has been certain minor concessions as to selection and classification, the details of which would not interest Canadian apple shippers.

The boycott could only have succeeded if it had been possible to withhold all supplies. This proved impossible.

The result of this struggle between exporters and importers is of interest to Canada, in view of the rigid system of classification adopted by Liverpool and Manchester towards Canadian apples—a grievance of many years' standing, but resolutely maintained in the interests of the powerful buyers' organization.

CANADIAN APPLE ARRIVALS

During the last three weeks of December, the following have been the Canadian apple arrivals in Liverpool, Manchester and Glasgow:—

Port	Steamer	Nova Scotia		Ontario		British Columbia
		Barrels	Boxes	Barrels	Boxes	Boxes
Liverpool.....	<i>Barrymore</i> ..	16,558	150	.....	.....	—
"	<i>Canada</i> ..	2,487	.....	6,386	.....	—
"	<i>Melita</i> ..	.....	.....	1,442	.....	—
"	<i>Empress of</i>	.....	.....	.....	.....	—
	<i>Britain</i> ..	.....	.....	438	.....	—
"	<i>Megantic</i> ..	755	.....	3,642	84	—
Manchester...	<i>Manchester Hero</i>	1,300	.....	1,000	.....	—
Glasgow.....	<i>Pretorian</i> ..	.....	.....	7,169	538	10,818
"	<i>Saturnia</i> ..	.....	.....	5,464	1,214	—
"	<i>Dunbridge</i> ..	4,000	.....	.....	.....	—
"	<i>Canadian Voy-</i>	.....	.....	.....	.....	—
	<i>ageur</i> ..	8,500	.....	1,300	700	—
London.....	<i>Ariano</i> ..	30,000	357	.....	.....	—
"	<i>Kanawha</i> ..	20,000	219	.....	.....	—
"	<i>Holbrook</i> ..	.....	.....	40,000	.....	—
Eristol.....	<i>Montezuma</i> ..	12,000	.....	.....	.....	—

The above table, while in many cases exact, in others represents approximate quantities only. Adequate facilities do not exist for securing exact figures from all markets. Liverpool, Manchester and Glasgow may usually be depended upon for exact figures.

APPLE IMPORTS INTO THE UNITED KINGDOM

			1916	1919	1920
Week ending Dec. 18.	Total imported ..	..	99,964	99,325	213,129
" " " 18.	From Canada ..	..	43,746	41,872	66,594
" " " 25.	Total imported ..	..	127,049	20,000	134,504
" " " 25.	From Canada ..	..	34,495	4,176	24,273
" " " 31.	Total imported ..	..	53,250	73,664	96,247
" " " 31.	From Canada ..	..	8,263	16,975	25,217
From Dec. 13 to 31.	Total imported..	..	280,263	192,989	443,880
" " 13 to 31.	From Canada..	..	86,504	63,023	116,084

The above does not give the relative proportions from Canada and from the United States, as the total, also, comprises imports from the Continent.

Danish Apple Market

Denmark draws a large part of her supplies of apples during the early part of the season from Continental sources, and this year there was a very large crop in Switzerland and the Tyrol. Large quantities of these were exported to Denmark (and also, as shippers will have noted, to Great Britain), and a large firm of fruit brokers and auctioneers in Copenhagen report that for two months during the height of the season they were selling 300 to 400 tons of these apples per week. The supply from these sources is now exhausted, and it is thought that the prospects for Canadian boxed apples on this market from now on will be satisfactory.

On December 14, 300 boxes of British Columbia Jonathans, re-exported from the United Kingdom, were sold at auction in Copenhagen as follows: 200's, 26 Kr., or

21s. 10d.; 213's, 25 to 26.50 Kr., or 21s. to 22s. 3d.; 225's, 28.50 Kr. or 24s.; 250's, 29.50 Kr. or 25s. The preference shown for very small sizes is no doubt due to present abnormal costs.

It is proposed hereafter to furnish regular reports on the Danish, and possibly on other Continental markets, both by cable and in the bi-monthly *Apple Supplement*.

Norwegian Apple Market

The system of selling apples in Norway at a price f.o.b. Atlantic port, plus agent's commission and freight, makes it impossible to give market prices on the same basis as for apples sold in England, and in Denmark, where the auction system prevails. It may be of interest, however, to state that boxed apples imported into Norway this season have been sold at the following prices: Gravensteins, September shipment, \$3.75 per box; Jonathans, extra fancy, and of sizes 125 to 175, \$3.50 to \$3.75; Winesaps, extra fancy, and of sizes 125 to 175, \$3.75; all prices f.o.b. New York. Accurate figures of Norwegian importations are not available, but it is estimated that, in spite of the embargo, some 80,000 boxes of American apples have been imported. The embargo, imposed in September, did not apply to apples which had already been bought to come forward. As already announced, licenses have been issued for the importation of 600 tons or 24,000 boxes, during the first half year of 1921.

Norwegian apple agents reiterate their desire to get into touch with exporters of Canadian boxed apples. They express no interest in supplies of barrelled apples.

Dutch Apple Market

Dutch apple importers report that their home crop this year was a small one and is now about cleared up. There have been large quantities of apples from Italy and Switzerland on the market, and the best qualities of these have sold recently at from 50 to 60 cents (Dutch) per kilogramme, i.e., roughly, 4½d. to 5½d. per pound.

NEW GROUPING AND PACKING SYSTEMS FOR EXPORT

(*British Export Gazette*)

It will not have escaped the attention of many of our readers in the colonies and other overseas markets who are now in the habit of placing orders direct with supplying houses in England without the intervention of merchants or commission agents—and there are an increasing number who prefer to do their business in this way—that numerous firms in the United Kingdom are especially laying themselves out for this class of trade. That is to say, they are prepared to receive and pack from the supplying houses all goods so ordered, and to group and ship them under one bill of lading, the net effect of which, we need scarcely point out, is materially to reduce freight charges to oversea importers who prefer to transact their business direct and thus avoid minimums.

Two such London firms, to our knowledge, are concentrating upon this class of business, and as a result their services are being eagerly availed of, as in practice it has been found that by adopting this system of grouping, packing and shipment under one bill of lading large economies can be effected. This is a modern development in export business, and those of our readers who transact their business direct with supplying houses (although it must not be inferred that we necessarily endorse this policy) will unquestionably find it to their advantage to instruct the latter to deliver the goods to a reliable firm for shipment in the manner suggested.

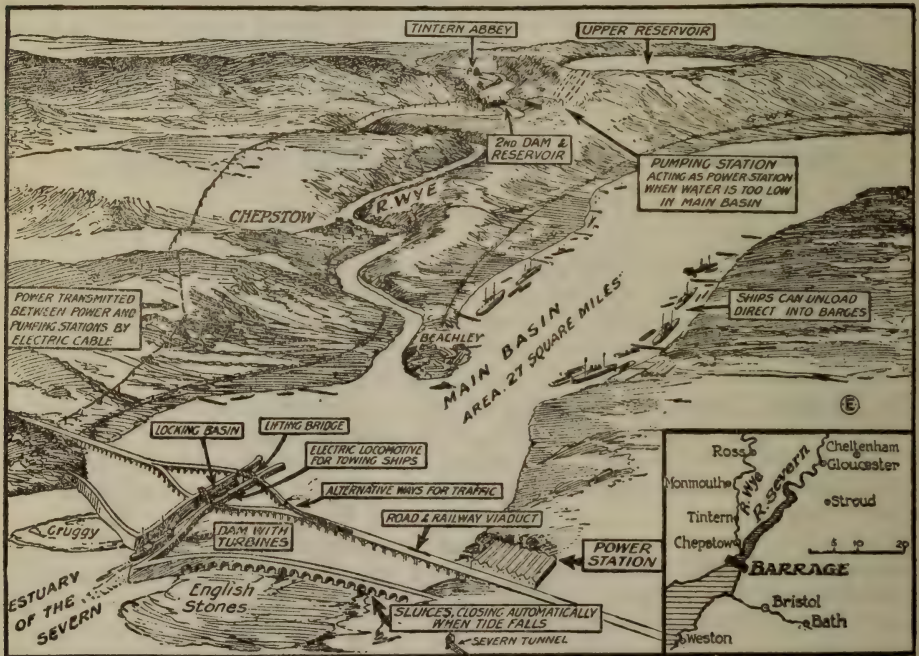
PROPOSED GREAT POWER SCHEME IN WEST OF ENGLAND

TRADE COMMISSIONER NORMAN D. JOHNSTON

Bristol, December 29, 1920.—A scheme for harnessing the forces of the tides on a scale which will make it the greatest water-power undertaking in the world has been worked out by the Civil Engineering Department of the British Ministry of Transport. The scheme provides for the construction of a great barrage in the estuary of the river Severn from which it is estimated about 500,000 electrical horse-power per day could be generated at a cost of little more than a halfpenny per Board of Trade unit. This plan has not been definitely decided upon as it will be necessary to get the opinions of independent experts and take all matters into consideration, but it would appear to be the first scheme worked out in detail and brought to a logical conclusion for using the rotating forces of the earth in conjunction with the attractive powers of the sun and moon for the use and benefit of mankind.

UNIQUE CONDITIONS ON THE SEVERN RIVER

The following sketch plan, which the London *Daily Mail* has kindly given permission to use, will give an idea of the proposed scheme. The inset map will indicate the situation of the barrage in relation to Bristol, Gloucester and other cities.



The Ministry of Transport, in putting forward their Severn Barrage, Road and Railway Scheme, state that the power available in the Severn river dwarfs into insignificance all the other potential sources of inland water power within the United Kingdom put together. The Severn is unique in combining in itself all the conditions essential to the economic development of tidal water-power on a large scale.

These consist of:—

An exceptionally high range of tide.

An estuary of large capacity.

An ideal geographical situation, in relation to the industrial centres of the country.

Suitable land along the banks of the estuary for the development of industrialism.

POWER AVAILABLE AS COMPARED WITH OTHER INSTALLATIONS

The necessity for increased railway communication between South Wales and other parts of the kingdom, the long-felt need of access over the Severn estuary for vehicular traffic, and the possibility of combining these with a large scheme for cheaper power for industrial purposes, led to a detailed study of the whole project being undertaken by the Ministry of Transport. These studies have resulted in the formulation of a comprehensive scheme which provides over a half a million horse-power during a ten-hour day, with a peak-load capacity of over a million horse-power. In order to appreciate the magnitude of the power to be made thus available, comparison may be made with the world's greatest water-power installations:—

	H.-P.
1. Amalgamated Niagara Falls Power Co.	385,500
2. Creek Development Pacific Light and Power Co.	350,000
3. Ontario Power Co.	200,000
4. Capdella, River Flamisell, Spain.	150,000
5. Toronto Power Co.	146,000
6. Keokuk Dam on the Mississippi.	150,000
7. Kinlochleven (Scotland)	30,660

ADVANTAGES OF THE SCHEME

By the use of this enormous power there would be a saving of about 3,000,000 to 4,000,000 tons of coal per annum, which would thus be available for export and would result in the amelioration of the living conditions in the great industrial areas. In addition, from a transport point of view, the scheme provides for a level road for vehicular traffic over the Severn, which obviates a detour for all traffic between Newport and Bristol of about fifty miles via Gloucester. It also provides for the quadrupling of the Great Western Railway Company's line when required between the west of England and South Wales at a considerably less cost than could be achieved in any other way. Lastly, the scheme creates a gigantic locked basin for shipping purposes on the upper Severn above the line of the Severn tunnel, of over twenty-seven square miles in extent, a very large portion of which would be suitable for the accommodation of vessels of the largest size and would be usable at all states of the tide.

THE HANDLING OF CARGOES FROM OCEAN-GOING VESSELS

It is also stated that this portion of the scheme, combined with the enormous power available at cheap rates, may confidently be anticipated to lead to vast industrial development over the whole of this area, and by bringing the great shipping further up the estuary and nearer to the existing industrial areas, thus materially shorten the distance and lessen the cost of transit to inland places such as Birmingham.

The great basin will accommodate large ocean-going steamers, and its configuration will readily admit of the construction of deep-water wharves at which shipments of all kinds can be dealt with.

In the event of the resuscitation of inland navigation as a great carrying agency taking place on such lines as were suggested by the Royal Commission on Canals in 1905, it would no longer be necessary to provide for "sea-going" barges for the

traffic via canals to the great Birmingham area, as the ordinary canal barges would come alongside, and the merchandise be transhipped from the ocean liners direct into the barges in the basin.

The execution of these plans would mean the employment for a number of years of a very large number of men of all grades, both technical and labouring.

GREAT ENGINEERING WORKS IN CONNECTION WITH TIDAL DIFFICULTIES

The engineering difficulties which are inseparable from any attempt to harness the tides are very formidable on account of the constantly changing times at which the tides occur and the great difference in the height of the tide at the period of spring and at the period of neap tides. There is about five times as much water-power available during a big spring tide on the Severn as there is during a small neap tide. The method of energy storage which has been adopted is that of pumping sea water from a low level to a high level when surplus energy is available, and of using the same water to drive other turbines in passing from the high level to the low level at periods when the stored-up energy is required for industrial purposes.

The Transport Ministry say that some years ago such a project would have been quite impracticable of execution owing to the low efficiency and high cost of the pumping plant which could then have been installed. Wonderful developments, however, have taken place in the evolution of the centrifugal pump, and pumps of great size have now been designed which will raise water hundreds of feet with very high efficiency. In this case the quantity of energy which has to be stored is enormous, and an artificial salt-water lake has been provided for at a high elevation in order to achieve the object desired. It is intended to force the water up from the low level of the river Wye through a tunnel driven through more than a mile of solid rock and made to discharge into the great lake. This tunnel will be forty feet in diameter, or nearly four times the area of an ordinary double-line railway tunnel, and will be the largest tunnel of its kind in the world.

Two separate installations required in connection with the power scheme are:—

(1) A great concrete dam or barrage across the Severn within which sluices and turbines would be installed for utilizing the power of the tides, and with which will be combined the road bridge and the railway bridge over the Severn at this place.

(2) The energy storage plant comprising a great high-level lake and tunnel in combination with an immense pumping and turbine power house on the banks of the tidal portion of the Wye.

DESCRIPTION OF THE SITE

The site which has been selected for the great dam or barrage lies close to the line of the Severn tunnel. At this place the estuary is about two and a half miles wide, with low-lying country on either side. The greater part of the bed of the river is exposed dry at low water and there are great sheets of rock known as "English Stones," covered with seaweed, occupying an area of very nearly a square mile.

The upper structure of these rocks is what is known as "Keuper marl," and between these rocks on the English side and the rocks on the Monmouth shore side there is a wide, deep channel worn out of the solid pennant sandstone, known as "The Shoots." The rocks on either side shelve steeply into this deep gully, which is rather wider and very much deeper than the Thames at Westminster.

It is proposed to construct the hydro-electric barrage along the edge of these rocks on either side of the river, utilizing the "Shoots," or deep gully, as a tail race for carrying away the water from the turbines, and an ingenious form of dam has been devised of great structural strength in reinforced concrete to suit the circumstances of the case. Within this dam there will be chambers in which the turbines and generating machinery will be housed.

TRAPPING THE WATER

The method which it is proposed to adopt in order to utilize the power of the tides in the Severn is to trap the water in the upper part of the estuary above the dam at high water, so as to create an artificial difference in the level between the water thus impounded above the dam and the water in the estuary below the dam, for a period of several hours round about the period of low tide. During these hours when the difference of level exists between the water inside and the water outside, sufficient water inside will be allowed to pass through the turbines in the hydro-electric barrage to generate more than a million horse-power.

The water is trapped in the principal part of the estuary by means of gigantic horizontally-hung sluices or doors which will automatically allow water to pass above the dam while the tide is rising and will automatically shut on the turn of the tide. The water will then only be able to escape through the turbines.

HIGH-LEVEL LAKE AND TUNNEL

The second installation comprises the large high-level lake, and tunnel, already alluded to, in combination with a mammoth pumping and turbine power-house on the banks of the tidal portion of the river Wye. In this power-house electrical energy derived from the tidal turbines in the Severn and transmitted by power cables will be used to force water up to the reservoir at such periods as the supply of tidal power permits. When, however, the demand for electrical energy is greater than the tidal turbines in the Severn are able to supply, or when for tidal reasons the turbines are idle, this power house will automatically cease to function as a pumping station and will function instead as a generating station and will be a source of supply of electrical energy actuated by high pressure turbines supplied with water from the reservoir.

THE PASSAGE OF RAILWAY, ROAD AND RIVER TRAFFIC

One of the principal novel features of the present design is the way in which the difficulty of allowing ships to pass up and down the river without in any way interfering with the passage of trains across the bridge has been overcome. A locking basin capable of taking the largest ships has been provided on the line of the navigable channel and intersecting the barrage. The ships will be led into and worked through this locking basin by electric locomotives somewhat similar to those in use on the Panama canal. The railway and road traffic is passed over either end of this basin by means of lifting bridges operating in such a way as to ensure that there is no delay either to railway, road, or river traffic. This is effected by duplicating the railway into the form of a loop where it crosses the locking basin, and so controlling and interlocking the arrangements as to allow continuous free passage for the railway or road traffic on one or other of the branches of the loop with absolute safety.

In order to provide for the ever-increasing traffic, schemes for a high level bridge have been considered and the site of one of these is at Beachley, three miles higher up the river than the site of the present Severn tunnel. The crossing here is not so wide, but great difficulties would have to be overcome in securing and constructing the foundations; added to this, long gradients on both sides of the river and a considerable detour of the main line would be entailed. The cost of widening a high level bridge to take additional lines of railway which might possibly be required in future would necessarily be great; in this respect the low level crossing in connection with the hydro-electric barrage at the "English Stones" presents advantages over the high level route, in that the cost of quadrupling the lines would be, comparatively speaking, a simple and inexpensive matter.

THE PRESENT TUNNEL

In connection with the proposed low level bridge over the Severn in the neighbourhood of the "English Stones," it may be noted that this appears to be the most direct way of gaining access to South Wales from England. The project has probably

not hitherto been considered seriously on account of interruption to navigation on the river and to the road traffic over the bridge, and also, perhaps, to some extent on account of the great width of the estuary at that point and the consequent cost.

The present railway tunnel, carrying the bulk of the Welsh traffic, which was opened for traffic in 1886, is not altogether satisfactory from a traffic working point of view on account of the heavy gradients running down into it on both sides. The reason for these heavy gradients is to be found in the fact that the gully in the estuary known as "The Shoots" is of great depth, and it was necessary to construct the tunnel at a safe depth beneath it. One of the results of the great depth of the tunnel is that the ventilation presents difficulties, and the tunnel may be said to be a weak link in the main line of communication between South Wales and England.

ROAD TRANSPORT

Anybody who wishes to pass from, say, Bristol to Cardiff by road is obliged at the present time to make a detour of about fifty miles via Gloucester. The proposed road bridge over the Severn would therefore not only make provision against the future, but would fulfil a very great present need.

OUTLETS FOR ELECTRIC ENERGY

The originators of the scheme have four main outlets for this energy in mind. The first is that in the immediate neighbourhood of the Severn, and would be created by the growth of industries requiring cheap power on the banks of the river, in much the same way as there have arisen a group of power-absorbing industries in the neighbourhood of the Niagara falls. The second would be the industrial area of South Wales, which lies within a radius of fifty miles of the barrage.

A third outlet would be found in the Midlands. Birmingham is approximately 70 miles and Stoke-on-Trent approximately 100 miles from the barrage. It is anticipated that there will be considerable difficulty in setting up steam super-power stations in the Midlands on account of the lack of condensing water available in that area, and on this account the supply of the Severn power would be particularly advantageous for the Midlands.

The fourth outlet is for the supply of the Thames valley and London. London is 115 miles from the barrage, and it may be possible to transmit the energy at 120,000 volts in this instance. The cost of the transmission line and the loss of energy is not by any means so formidable as might at first be supposed. The cost of a line capable of conveying 500,000 kilowatts with a 10 per cent loss in the line would be approximately £1,250,000. This cost and the transmission loss taken together therefore would only add a small fraction of a penny to the cost of the B.O.T. unit delivered in London.

It is thought that the appropriate use for the electrical energy of the Severn, having in view the storage reservoir and storage power house which is capable of producing peak-load output at short notice, is to apply the energy to take up the peak load in industrial areas. That is to say, the Severn scheme would be made to work largely in conjunction with steam-generating stations so as to enable the latter to work with a load factor of from 70 per cent to 80 per cent instead of from 20 per cent to 50 per cent as at present.

EFFECT OF SCHEME ON BRISTOL AND CHANNEL PORTS

Bristol is concerned with the Severn scheme because of its unknown effects on Bristol Channel navigation and on the access to this port. It is, however, feared that the plan as set out might close the Bristol docks, upon which the city has spent between seven and eight millions sterling. The existence of the docks depend upon the depth of the channel at the confluence of the Avon and Severn rivers. If the mouth of the Avon is silted up with Severn mud, the docks would cease to be accessible

to any but small vessels. What prevents this from happening is the scour of the outgoing tide. By the proposed scheme the water that comes down the Severn when the tide is ebbing and is reinforced in the wet seasons by immense quantities of flood water from Hereford, Shropshire, and Wales, will be prevented from escaping in any other way than through the turbines. It is therefore feared that this will have the effect of narrowing the deep-water channel below the dam, and consequently of tending to leave the entrance to Avonmouth (Bristol) and the Avon, if not high and dry, at least deprived of the chief cause of the deep-water channel that now exists. No thorough expert investigation has as yet been made, and until that is done it is difficult to know what the absolute effect of the scheme will be. If it will hurt Bristol the question will then have to be decided whether the benefit to the nation will be great enough to run the risk of harming such an important dock undertaking and city as Bristol and certain other Bristol Channel ports.

In any case it may be said that the scheme, if realized, will probably effect a change little short of a revolution in the industrial life of the West and Midlands of England.

CANADIAN TOYS AND BRITISH COMPETITION

TRADE COMMISSIONER J. E. RAY

Manchester, January 10, 1921.—During the last two years, British manufacturers have been devoting much attention to the manufacture of toys. An attempt to compete with Germany, who practically held a monopoly of the industry in prewar days, has been only partially successful. In many lines, even the latest machinery and economic production have failed to lead British firms to successful competition. Imports of toys and games which were valued at approximately \$3,500,000 in 1919, rose in 1920 to the enormous sum of \$12,850,000, a very large proportion doubtless emanating from Germany. In spite of these huge imports the toy factories of England have been busy for some months past, their export orders being particularly satisfactory. One factory specializing on clockwork toys has found a ready market for its daily output of 9,000 completed toys. The main defect in British clockwork toys has been the springs, but several firms are now closely following the Nuremburg models, and in some cases are guaranteeing the springs, undertaking to replace all defective ones.

Having visited all the leading toy stores in Manchester during Christmas week, the writer was surprised by the enormous quantities of mechanical toys then on sale, the demand for them being unprecedented.

Canadian toys were on sale, but the quantities were infinitesimal compared with the total stocks from other sources. To what extent Canadian manufacturers can retain their British connections formed in 1918 and 1919, remains to be seen, but undoubtedly they will find it extremely difficult to compete with home manufactures, and more particularly the German, French, Belgian and United States products.

BIG DEMAND FOR TOY SPADES

There is always a big demand in the summertime for wooden toy spades of various sizes, and it would be interesting to receive samples and prices from Canadian manufacturers, so that they could be compared with the home-produced and the imported articles. Again, English manufacturers are making a supreme attempt to cater to the demand. A new factory has been erected in North Wales, which is supposed to be the largest of its kind in Europe, and a new spade has been placed on the market, manufactured entirely by automatic machinery. It will thus be seen that competition is formidable.

EXCHANGE RATES FOR AUSTRALIAN CUSTOMS DUTIES

TRADE COMMISSIONER D. H. ROSS

Melbourne, December 20, 1920.—In sequence to recent reports from this office, and to a cablegram sent to the Department of Trade and Commerce, Ottawa, on December 7th (which appeared in *Weekly Bulletin* No. 880), the decision of the High Court of the Commonwealth, in altering the established practice of the Australian Customs Department, in directing that duties should be levied on imported goods on the basis of conversion at the bank rate of exchange instead of the mint par rate of exchange (as hitherto) has greatly perturbed importers of goods and products especially from Canada and the United States—both countries which have an appreciated exchange.

The judgment is of far-reaching consequences, and in effect it has practically caused a complete cessation of orders for goods admitted under ad valorem duties from Canada and the United States.

While no decided commercial objection was taken to the effect of the amending Customs Act of 1920, by which the bank rate of exchange was made the basis of computing the values for duties on goods imported from France, Italy, Belgium and Czecho-Slovakia (recent allied countries with a greatly depreciated exchange), and which also gave the Minister for Customs discretionary powers in regard to the bank rate being made applicable to goods from countries with a variation of 10 per cent either above or below the mint par rate, yet the decision of the High Court has completely upset, at least for the time being, trade with Canada, the United States and Japan.

While Australian merchants importing goods from France, Italy, and Belgium were naturally delighted at the effect of the amending Customs Act, those importing from Canada and the United States are greatly perturbed at the obvious substantial increase in the landed and duty-paid cost of shipments now coming forward, and goods ordered for future delivery.

The full text of the judgment of the High Court, given at Sydney, is not yet available, but the press report which appeared in the *Sydney Morning Herald* on December 7 is appended.

JUDGMENT OF HIGH COURT IN ALEXANDER STEWART AND SONS, LTD., V. COLLECTOR OF CUSTOMS AT BRISBANE

"The full court delivered judgment in the case of Alexander Stewart & Sons, Limited, v. Henry M. Robinson, Acting Collector of Customs at Brisbane. The High Court was asked to rule on the following question:—

"What is the equivalent value of the goods in British currency for the purpose of imposing the Customs duty thereon, according to the provisions of the Customs Act, 1900-06?"

"The Chief Justice (Mr. Justice Knox), in his judgment, said that the question raised in this case turned on the meaning to be given to the phrase "according to a fair rate of exchange" in section 157 of the Customs Act. The object of that section was to provide a method for expressing in British currency, viz., in pounds, shillings and pence, the amount shown in an invoice in foreign currency the price of the goods covered by the invoice. The section was one of a number of provisions dealing with the method of ascertaining the value of goods which were subject to ad valorem duties. Section 154 provided that when any duty was imposed according to value the value should be taken to be the fair market value of the goods in the country of export, together with 10 per cent on such value. That section further provided for the production of the invoices for the purpose of verifying the value of the goods, but there was nothing to compel the collector to accept the value shown by the invoice as the fair market value of the goods in the country of export. The invoice was merely evidence of the market value, which the collector may accept or reject as he chooses. It was plain that the sole function of section 157 was to provide

for the expression in pounds, shillings and pence of the amount expressed in foreign currency in the invoice for the purpose of ascertaining how much the goods actually cost the importer f.o.b. in the country of export. The section provided that this substitution had to be made "according to a fair rate of exchange." The question was whether this phrase indicated the commercial rate of exchange or the mintage par rate of exchange as the rate to be applied. The object being to ascertain from the invoice what the goods cost the importer, it would seem to follow that this must be done by ascertaining the sum in British currency which he would have to lay out in Australia in order to provide for the payment of the necessary amount in the country of export in the currency of that country, or, in other words, what sum in British currency would it cost the importer to buy the draft for the amount of the invoice payable in the country of export in the currency of that country. This amount was found by applying what was commonly known as the "rate of exchange" on the relevant date. That was to say, the rate at which money could be provided for payment in the foreign country. His Honor thought the phrase "rate of exchange", when used in an Act of Parliament *prima facie* meant as it did in ordinary parlance, the commercial rate of exchange—that was to say, the rate at which drafts for payment in a foreign country in the currency of that country could be purchased for sterling at the relevant date. Where a debt was payable in foreign currency the amount of English currency required to pay it must be arrived at by taking the real value in English currency of the foreign currency where payable as a purchaseable commodity, viz., in practice according to the rate of exchange at the particular time between the currencies. The plaintiffs contended that the rate of exchange to be applied was that which existed between England and France on the relevant date, but in His Honour's opinion the proper rate to apply was that existing between Australia and France on that date, the transaction being between Australia and France, and not between England and France. The answer should be the sum in sterling which represents 8301.25 francs at the rate of exchange which actually obtained between Australia and France at the date of the export of the goods."

The provisions of the amending Act are not considered to be affected by the judgment of the court. In commenting upon the decision, the Minister for Customs is reported to have stated at Brisbane that he regretted the position and that: "The Government had thought, in framing the basis of the calculation of duties on mint par, it was carrying out the law of the land. The High Court had decided that this was not the law of the land. Until he saw the full decision, and knew the exact position, he could not make a definite statement. The Government would have to carry out the High Court decision, but in cases where the rate of exchange had appreciated the difference between the mint par rate and the bank rate of exchange would be held in reserve pending examination of the whole position and if possible would be refunded to the importers. The matter of an appeal would have to be considered.

As the mail closes, meetings of several of the leading chambers of commerce throughout the Commonwealth are taking place with a view of placing before the Government the adverse result of the High Court judgment upon importations from Canada and the United States. In substituting the bank rate of exchange as the basis for computing the values for duty, it will—on recent rates of conversion—increase the amount of duty payable on Canadian goods by, approximately, 20 per cent.

Representations were promptly made to the Department of Customs, by this office, on behalf of the importers of Canadian goods in an endeavour to avert the calamitous effect which must necessarily be produced if the bank rate of exchange, for duty purposes, is maintained.

In the absence of the minister from Melbourne, and the approach of the Christmas holidays, the promised consideration of this important measure, and the ultimate decision of the Department, may be somewhat delayed.

REMOVAL OF FRENCH COEFFICIENTS FOR CERTAIN GRADES OF PAPER

A cablegram from Commercial Attaché W. C. Huntington, Paris, under date of January 18, 1921, published in the *United States Commerce Reports*, states that a decree of January 11, 1921, published January 18 in the *Journal Official*, removed the French coefficient of increases of the import duty (item ex461) on paper (other than so-called fancy paper), machine-made, weighing above 30 grams per square meter, and fancy white coated paper. [The coefficient of increase for the duties on these items was 1.5.]

NEW ZEALAND'S OVER-IMPORTATIONS

TRADE COMMISSIONER W. A. BEDDOE

Auckland, New Zealand.—The rapid and heavy growth of importations is assuming serious proportions. For the nine months ending 30th September, 1920, the imports have reached the enormous figure of 43 millions, or well over double the average total of the four preceding corresponding periods. This is a matter that requires very careful watching, especially in the present time of very uncertain prices and prospects of receding values.

Soft goods as a whole show a total double that of the average for the corresponding periods of the preceding four years. All the items in this section show growth, particularly apparel, boots, carpets, and woollen piece goods. The last mentioned shows increase of nearly 400 per cent.

The hardware division shows about the same increase as soft goods, and there are some sensational increases here. In this section of trade, however, there are many lines that might be fairly considered as capital expenditure, being more in the nature of permanent improvements and increasing the assets of the country.

Foodstuffs show a comparatively heavy share in the general growth. The figures for dried fruits and confectionery suggest over-importation. The grain figures are heavy owing to under-production of wheat here.

Beverages show far too heavy a total. Tea is the largest factor in this, and there appears to be over-importation.

The miscellaneous division also has a heavy increase. The outstanding items here are motor vehicles and petrol, which together show the enormous total of three millions, or nearly a third of this division, and 7 per cent of the total of all imports. Leather, leather goods, manures, paints and timber all show very heavy growth.

Canadian exporters may find it of interest to compare the values of imports in the various lines during the first nine months of the calendar year 1920 with those imports for the same period of the previous year.

<i>Soft Goods—</i>	1920	1919
Apparel.	£ 1,738,939	£ 886,126
Boots and shoes.	937,313	262,772
Carpet and oilcloth.	489,901	171,273
Drapery, n.o.e.	309,080	160,308
Hats and caps.	265,980	121,675
Hosiery.	454,323	382,570
Millinery.	152,303	86,536
Canvas piece-goods.	179,140	170,222
Cotton piece-goods.	2,667,852	2,157,554
Linen piece-goods.	57,459	35,860
Silk piece-goods.	631,421	410,310
Woollen piece-goods.	1,691,224	367,769
<i>Hardware—</i>		
Cement.	4,475	1,868
Hardware.	568,256	271,070
Iron—bar, bolt, rod.	291,032	58,420
Corrugated sheet.	721,051	183,550
Fencing wire.	192,607	183,842
Barbed wire.	75,497	35,116
Pig and scrap.	85,497	27,748

VALUE OF IMPORTS DURING FIRST NINE MONTHS OF 1920.—*Concluded*

<i>Hardware—Con.</i>	1920	1919
Pipes and fittings.. . . .	£ 234,939	£ 243,440
Lead.. . . .	63,845	23,856
Machinery—Dairy.. . . .	90,575	90,569
Agricultural.. . . .	151,893	138,362
Electric.. . . .	643,771	422,672
Engines, gas, etc.. . . .	90,595	46,058
Mining.. . . .	24,616	12,236
Sewing.. . . .	78,538	54,318
Nails.. . . .	90,522	173,320
Railway and tram plant.. . . .	234,434	177,692
Tin, sheet and block.. . . .	213,307	339,267
Tools.. . . .	331,755	205,574
<i>Foodstuffs—</i>		
Confectionery.. . . .	387,342	81,463
Fish, preserved.. . . .	202,571	71,140
Fruit—dried.. . . .	584,462	35,923
Fresh.. . . .	169,616	96,901
Flour.. . . .	8	308
Grain, unprepared.. . . .	741,673	367,654
Jams, jellies, etc.. . . .	29,949	5,687
Milk, preserved.. . . .	36,378	12,405
Onions.. . . .	13,233	8,764
Pickles and sauces.. . . .	27,144	7,176
Rice.. . . .	127,637	39,451
Salt.. . . .	104,423	78,448
Sugar.. . . .	1,174,359	701,302
<i>Beverages—</i>		
Ale and stout.. . . .	21,417	2,517
Spirits—whisky.. . . .	657,675	245,339
Other.. . . .	193,238	49,312
Wine.. . . .	269,788	62,171
Cocoa, coffee, etc.. . . .	152,926	81,591
Tea.. . . .	930,514	243,066
<i>Miscellaneous—</i>		
Bicycles (including motor).. . . .	146,952	72,499
Books, papers, music.. . . .	366,521	203,735
Candles.. . . .	35,150	18,662
Carbide of calcium.. . . .	17,349	20,223
Coal.. . . .	330,483	250,313
Cordage and twine.. . . .	213,856	214,241
Cornsacks, wool packs.. . . .	162,250	374,711
China and earthenware.. . . .	262,087	80,167
Glass and glassware.. . . .	362,935	177,500
Furniture.. . . .	64,929	29,196
Greases.. . . .	15,632	13,495
India-rubber goods (not including tires).. . . .	58,668	29,132
Leather.. . . .	588,503	145,966
Leather manufactures.. . . .	308,553	74,854
Manures.. . . .	462,667	184,807
Matches and vestas.. . . .	47,564	15,195
Motor vehicles.. . . .	1,930,893	712,786
Oils—benzine, etc.. . . .	1,084,770	635,108
Kerosene.. . . .	209,380	130,033
Castor.. . . .	22,473	3,364
Linseed.. . . .	202,216	48,536
Turpentine.. . . .	45,398	14,943
Other (specified).. . . .	182,969	159,876
Paints, colours, varnish.. . . .	556,989	181,563
Paper—printing.. . . .	281,292	231,778
Other.. . . .	192,700	262,160
Pianos.. . . .	90,713	30,129
Seeds, grass, clover.. . . .	130,547	37,509
Stationery.. . . .	198,919	149,134
Tobacco.. . . .	689,488	481,456
Cigarettes.. . . .	695,674	329,166
Cigars and snuff.. . . .	52,925	10,071
Timber, hewn and sawn.. . . .	389,433	102,122
Specie.. . . .	36,065	311,546
Total all goods.. . . .	£43,179,644	£21,393,104

INTERESTING FLUCTUATIONS

Below are given the quantities of imports of several lines, the fluctuations in which are of interest:—

	1920	1919
Iron—bar, bolt, rod.	tons	
Corrugated.	11,475	2,250
Fencing wire.	cwt.	
Barbed wire.	286,317	90,656
Pig and scrap.	tons	
Pipes and fittings.	6,145	6,766
Wire nails.	"	
Fish, preserved.	2,375	1,256
Rice.	"	
Ale and stout.	6,957	3,105
Whisky.	"	
Tea.	5,953	6,421
Candles.	cwt.	
Matches.	51,400	94,712
Carbide of calcium.	lb.	
Motor vehicles.	3,692,188	1,648,708
Benzine, etc.	cwt.	
Kerosene.	51,094	36,216
Linseed oil.	gal.	
Turpentine.	45,925	6,027
Leather.	"	
Printing paper.	526,574	231,606
Pianos.	lb.	
Tobacco.	12,270,881	5,454,688
Cigarettes.	"	
	850,752	582,803
	145,915	50,334
	gross	
	675	774
	tons	
	8,479	4,029
	No.	
	gal.	
	11,225,073	7,192,832
	"	
	3,283,202	2,735,439
	"	
	364,667	132,978
	"	
	147,380	84,377
	lb.	
	1,647,184	413,913
	cwt.	
	172,265	149,738
	No.	
	1,551	645
	lb.	
	2,564,911	2,356,159
	"	
	1,168,177	729,568

SALES OF AUSTRALIAN WHEAT

ASSISTANT TRADE COMMISSIONER C. HARTLETT

Melbourne, Australia, December 20, 1920.—In a recent statement made by the chairman of the Australian Wheat Board, the assurance was given to the farming community that satisfactory progress was being made with sales of wheat to oversea destinations. He intimated that, despite cabled reports as to the fall in price of American wheat, it was possible to do business with Europe showing a return of over 9s. per bushel f.o.b. Australian ports, and that tonnage was so plentiful that chartering for near loading had been discontinued.

Reports current in business circles indicate that a large portion of the present crop of Australian wheat has been sold at prices exceeding 9s., but the Board refuses to disclose details of its operations on the ground that, while the information would be of interest to Australian farmers, it would be more interesting to competing countries which are eager to learn the details of sales and freights.

It is reliably estimated that the current Australian wheat harvest will not fall short of 129,000,000 bushels which, calculated at 9s. per bushel—the price fixed for home consumption from January 1, 1921, and which it is hoped to realize on the sale of the whole of the exportable surplus—would exceed £58,000,000 in value.

PHRASING OF BILLS OF LADING

A decision, we learn, has been reached in regard to the wording of bills of lading for the Eastern and South American trades, says the *British Export Gazette*. Some of the shipping lines have agreed to omit the last four words, italicized, in the phrase "shipped in apparent good order and condition or delivered for shipment," or its variation "shipped in apparent good order and condition or received for shipment." The words dropped were an addition during the war period, and it may have been that when goods were brought to a port in advance of the arrival of the steamer, a convenience to merchants was effected, but with falling prices delay in arrival at port of consignment is distinctly against banking interests, hence the objection to the addition to the phrase.

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

IV. Minerals

Mineral treasures of incalculable richness lie beneath the surface of nearly every state in Mexico, and although innumerable mining enterprises have exploited the metal-bearing regions for nearly four hundred years, and have extracted great quantities of precious metals, by far the greater part is yet to be laid bare. An extraordinary feature of Mexico's mining history is that mineral production for thirty or forty years preceding the revolution steadily increased year by year until in 1912 her output had been the greatest in her history. While many mining properties were shut down for different periods during the revolutionary activities, most of these are in operation again and new mining ventures are being projected daily. At the beginning of 1918, there were 33,186 mines in existence in Mexico with a total area of 1,130,075 acres. And during 1918, 2,289 new mining concessions were granted with a total area of 21,343 acres. It was estimated in 1919 that the capital invested in mining in Mexico amounts to \$647,200,000. The total mineral exports for the fiscal year 1912-13 had a value of \$87,212,718, while for the first nine months of 1918, the value of the minerals extracted in Mexico was \$84,951,883. The following table gives the quantities in kilos (2½ pounds) and the values in pesos* for that period:—

Metal	Kilogrammes	Value in pesos
Silver..	1,601,331	\$65,654,571 30
Gold..	6,185,207	3,244,881 18
Lead..	79,335,629	23,800,688 75
Copper..	55,080,286	66,098,343 89
Zinc..	16,136,131	9,036,223 51
Antimony..	2,808,121	2,471,147 48
Arsenic..	901,512	—
Tin..	13,537	24,637 66
Mercury..	120,000	785,293 99
Tungsten..	109,419	787,273 77
Graphite..	4,178,686	668,589 76
Manganese..	1,889,082	458,321 32
Molybdenite..	23,761	36,038 27
Total valuation (pesos)		\$180,064,982 88

Gold and silver.—Mexican Government statistics (the last complete statistical reports published by the Mexican Government were for the fiscal year 1912-13), although 1918 statistics are being prepared for publication at the time of writing, report that for the 36 years from 1877 to 1913, the country produced 424,861 kilogrammes or over 400 tons of pure gold, valued roughly at \$283,000,000. In 1878, the gold production was 1,473,912 pesos; in 1895, it was 12,012,395 pesos; and it steadily increased to 28,407,312 pesos in 1905 and to 48,553,622 pesos in 1912. For the same 36-year period, the silver production was 51,712,109 kilogrammes or more than 56,000 tons valued roughly at \$1,030,000,000. For many years Mexico has not only been the greatest silver-producing country in the world, but her output has steadily increased from 24,836,903 pesos in 1878 to 58,204,085 pesos in 1895, 79,047,147 in 1905, and to 89,628,435 pesos in 1912. In 1910 Mexico produced 5 per cent of the gold and 33 per cent of the silver production of the world. One of the greatest mining camps in the world's history has been the city of Guanajuato. For four centuries gold and silver have been extracted from the mines of Guanajuato, and Government production taxes have been paid on \$350,000,000 of bullion from this

*When dollars are mentioned in this report, United States currency is understood; when pesos are mentioned one peso is taken to equal fifty cents United States currency.

one camp. There are nearly 6,000 silver properties in Mexico, chiefly in the states of Hidalgo, Guanajuato, Zacatecas, Chihuahua, Sinaloa, Guerrero and San Luis Potosi, much of the silver being mixed with gold, copper and lead. Pachuca, some twenty miles north of Mexico City, is now the leading silver camp in the Republic. There are altogether some 1,800 gold mining properties in Mexico, although the present production is rather small. Gold-bearing quartz is generally found in the silver-bearing states, and gold placers occur in Lower California, Sonora, Sinaloa and Guerrero.

Copper.—There are about one thousand copper mines in Mexico. Copper occurs generally in Sonora in the southern continuation of the Arizona copper zone, in Chihuahua and Coahuila. Copper exports from the state of Sonora alone reached a total value of \$15,741,000 for the year 1918. Cananea, in northern Sonora, is now the greatest copper camp in Mexico.

Lead.—There are about 120 lead mines in Mexico, the chief producing camps being in Durango, Chihuahua and Coahuila, with less important deposits in Sonora and Zacatecas mixed with silver and copper. In 1918 156,848,954 pounds of lead valued at \$8,502,054 were exported to the United States. In 1920, Canada imported from Mexico 4,503,161 pounds of lead valued at \$215,273.

Zinc and lesser metals.—There are over 70 zinc mines in Mexico, situated chiefly in the states of Chihuahua and Sinaloa. Zinc exports for 1913 were 27,239,020 kg. valued at 533,618 pesos. Vanadium is found in five states, bismuth in eight states, manganese in seven states, these and other metals not specified being exported in 1913 to the value of some \$7,000,000, chiefly to the United States. The exports of quicksilver from San Luis Potosi in 1918 amounted to \$192,719, and antimony from the same state to \$96,843. Graphite ore was exported from Sonora during the same year to the value of \$224,000.

Iron and coal.—Mexico has some extensive iron and coal deposits, but these have never been developed to any extent. She has been producing barely enough coal for her own consumption, although that is very small—about a million tons a year. The district of Piedras Negras, near the United States border, in the state of Coahuila, is the source of bituminous coal for the whole of Mexico. These coal mines are now said to be producing about 100,000 tons a month. Shafts have recently been sunk in the semi-anthracite fields of Sonora, which cut veins giving a total depth of 35 feet of coal.* It is now proposed that this field be tapped by a railroad so that these deposits can be worked. The absence of coal in close proximity to iron deposits in Mexico has hitherto made the development of an iron industry impossible. Japanese and American interests, however, have started development work on the iron deposits in Colima and Durango. Near the city of Durango is the famous Iron Mountain said to consist of 60 per cent pure iron ore and weighing 600,000,000 tons. It is said that the Japanese interests contemplate the establishment of an iron and steel industry on the western coast of Mexico.

PETROLEUM

Mexico's oil production has mounted from 10,534 barrels in 1901, in which year the famous American oil man, E. L. Doheny, completed the first modern oil well drilling plant in Mexico, to 24,574,500 barrels in 1913, 63,822,326 barrels in 1918, and to 80,557,229 barrels in 1919 while the estimates of 1920 production are for 140,000,000 barrels or nearly six billion gallons. Tampico and Tuxpam, on the gulf of Mexico, are the chief centres of the oil industry in Mexico. Many wells have been brought in in these districts flowing over 100,000 barrels daily. Mexico is by far the greatest oil-exporting country in the world. Exports for the first five months of 1920 were 48,617,167 barrels compared with exports of 28,235,039 barrels during the corresponding period of 1919. The value of Mexico's petroleum products exported in 1917 was \$26,838,063; in 1918, \$70,278,776; and in 1919, \$93,222,986.

Some of the largest producing companies in Mexico are as follows: "El Aguila" or the Royal Dutch Shell (Lord Cowdray's interests), brought in 18,866,174 barrels in 1919, as compared with 16,910,646 in 1918. The Mexican Petroleum Co. (the Doheny interests) produced 15,330,279 barrels as compared with 20,186,459 barrels in 1918. The "Penn. Mex. Fuel Co." produced in 1919, 8,667,566 barrels; Standard Oil Co. 7,177,827 barrels; Mexican Gulf Oil, 5,955,598 barrels; Texas Co. of Mexico, 5,173,989 barrels; Sinclair Consolidated, 4,986,704 barrels. There are over 150 smaller producing companies. The Royal Dutch Shell are making rapid strides in Mexico and besides "El Aguila" have many smaller subsidiary companies. French, Belgian, Swedish and other European interests have been acquiring petroleum interests in Mexico. At the beginning of 1919 the oil companies of Mexico occupied an area of 4,064,870 acres for which they paid a total yearly rental to the Mexican Government of \$3,449,033, according to Government reports. At the close of 1919, it was estimated that \$595,000,000 capital had been invested in the exploitation of Mexican oil-fields.

The leading Mexican oil-fields can be grouped as follows:—

1. The Ebano and Panuco districts, west of Tampico, which produce a heavy fuel oil averaging about 12 degrees Baumé and containing a heavy percentage of asphaltum.

2. The Huasteca district south of Tampico, which produces a lighter oil averaging about 20 degrees Baumé. This district has produced 100,000-barrel "gushers".

3. The Tuxpam district, some forty miles farther south on the gulf, which produces oil much lighter than that of the more northerly fields.

4. The Tehuantepec-Tabasco district, in the extreme south of Mexico, which the Royal Dutch Shell are developing. This district is very promising on account of the splendid quality of the oils encountered, which are light illuminating oils, with bases of paraffin, instead of the asphaltic bases of Tampico oils.

Discovery of important deposits of petroleum at different points on the Pacific coast have been recently made, and concessions have been granted for the exploitation of the deposits known to exist beneath the waters of the gulf of Mexico. It is claimed that the exploitation of submarine oil may be cheaper than the sinking of wells on land.

Canada imported from Mexico during her fiscal year ending March 31, 1920, 84,331,079 gallons of crude petroleum valued at \$1,560,611. Prior to 1914, Canada also imported from Mexico asphaltum, one of the by-products of crude heavy oil. For the fiscal year ending in 1914, this importation amounted to 246,676 hundred weight, valued at \$59,079.

RAPID GROWTH OF SINGAPORE'S COMMERCE

Singapore is in course of rapid and important development, and when the railway connects it with the mainland at Johore, linking the port directly with Rangoon and every business centre en route, still further progress and expansion will result. Already new businesses are being established in all directions, and big extensions by established firms are under weigh, the building operations which are being undertaken to meet the needs of the mercantile community being especially significant in their extent. Enterprise, indeed, is being shown on every hand, and great as is the trade of the port now, its future magnitude is likely to be out of all proportion with its present activities. During the first nine months of this year Great Britain alone exported to the Straits Settlements goods to a value of over twelve millions sterling, or four times the amount for the corresponding period of last year, and most of this went to Singapore.

SUMMARY OF THE TRADE OF CANADA: MONTH, NINE MONTHS, AND TWELVE MONTHS ENDING DECEMBER, 1920

(Compiled by *External Trade Division, Dominion Bureau of Statistics*)

Main Groups	Month of December, 1920					Nine Months ending December, 1920					Twelve Months ending December 1920				
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
<i>Imports for Consumption.</i>															
Vegetable Products.....	16,604,599	2,700,335	8,645,473	196,678,213	23,167,584	92,272,731	275,897,527	32,930,618	135,633,457						
Animal Products.....	3,685,958	298,578	2,387,741	49,792,413	4,606,317	23,482,813	77,687,752	6,341,361	54,807,281						
Fibres and Textile Products.....	11,833,179	4,956,893	5,505,628	210,840,220	98,234,462	87,720,681	301,427,914	133,580,959	131,452,040						
Wood, Wood Products and Paper.....	5,031,528	270,963	4,601,669	46,639,890	2,422,647	42,640,359	58,716,334	2,851,633	33,966,171						
Iron and its Products.....	18,543,750	1,158,894	17,235,894	202,164,798	13,291,270	187,153,351	255,445,012	15,329,087	238,184,764						
Non-Ferrous Metal Products.....	4,127,874	428,189	3,428,851	46,099,657	5,864,875	37,645,636	61,439,298	6,977,172	51,476,258						
Non-Metallic Mineral Products.....	18,881,969	564,971	17,815,630	160,940,545	7,496,397	147,238,084	191,885,040	9,534,865	174,273,063						
Chemicals and Allied Products.....	2,097,021	348,339	1,464,875	30,473,979	5,304,329	22,653,746	39,666,402	6,762,174	29,719,041						
All Other Commodities.....	5,076,275	768,950	3,939,003	59,705,782	14,202,364	41,073,898	74,735,742	17,171,425	52,113,750						
Total Imports, 1920.....	85,882,153	11,496,112	65,024,764	1,003,335,497	174,590,445	691,881,299	1,336,921,021	231,479,294	921,625,825						
1919.....	94,553,432	9,961,932	70,911,553	730,942,599	69,473,782	571,352,792	941,013,613	87,659,198	739,597,697						
1918.....	73,622,746	6,941,634	57,282,509	709,640,691	54,849,702	581,958,119	910,149,140	72,884,330	741,339,427						
<i>Exports (Canadian Produce)</i>															
Vegetable Products.....	87,040,665	23,928,630	29,607,298	389,652,760	103,714,302	116,260,918	485,723,778	150,969,761	129,280,615						
Animal Products.....	18,734,584	9,504,724	6,400,137	156,538,386	75,529,570	62,977,663	220,783,480	99,668,843	91,000,470						
Fibres and Textile Products.....	1,785,044	88,738	1,075,932	14,480,565	2,412,327	5,323,876	25,209,708	3,333,710	7,434,308						
Wood, Wood Products and Paper.....	23,270,741	2,926,890	16,187,355	234,074,415	33,567,530	176,687,416	291,812,295	40,324,085	221,459,055						
Iron and its Products.....	8,627,564	1,250,444	1,436,910	64,021,643	15,342,276	18,290,841	84,504,821	19,329,701	24,835,378						
Non-Ferrous Metal Products.....	3,827,993	1,037,240	2,266,194	38,093,755	8,495,893	24,769,278	55,883,191	10,581,553	38,066,715						
Non-Metallic Mineral Products.....	3,315,381	263,441	1,580,761	32,911,211	2,487,787	18,466,255	41,289,726	3,685,238	23,095,085						

Chemicals and Allied Products.....	1,196,001	83,653	866,793	15,856,137	3,035,392	8,667,062	21,276,249	4,073,294	11,590,969
All other Commodities.....	1,487,352	147,374	989,984	29,291,487	6,560,641	10,801,043	46,204,134	8,702,266	12,891,074
Total Exports, 1920.....	149,284,325	39,231,134	60,421,414	974,920,719	251,145,718	442,244,382	1,272,657,442	341,168,451	559,956,609
1919.....	133,541,805	50,146,071	45,748,110	941,755,375	399,129,904	346,315,896	1,240,995,606	528,036,604	454,595,204
1918.....	91,131,664	36,122,427	34,569,031	917,203,575	411,844,277	346,593,862	1,199,636,463	568,820,873	433,182,149
<i>Exports (Foreign Produce)</i>									
Totals 1920.....	1,665,656	148,058	1,371,634	17,790,477	1,127,269	15,525,323	30,147,672	2,051,325	26,068,600
1919.....	4,139,512	501,122	3,179,649	34,809,416	5,886,005	26,556,077	53,834,766	10,937,682	37,463,615
1918.....	2,724,121	551,676	1,536,890	33,296,129	15,036,462	11,914,951	44,093,309	17,737,442	18,711,321

CURRENT AND PRE-WAR PRICES IN SCOTLAND: A COMPARISON

TRADE COMMISSIONER GORDON B. JOHNSON

Glasgow, January 14, 1921.—After an interval of five years the *Glasgow Herald*, one of the most noted of the daily papers of the country, has resumed publication of its "Weekly Current Price List," which shows the market quotation of various commodities, together with the price a week previous and the highest and lowest points touched during the year. Following the outbreak of war, it continued publication of the table so long as markets were free, but by the end of 1915 all commodities were subject to Government control, and since December of that year the list has been in abeyance.

Control by the Government is still exercised in several commodities, but it is understood that the time is near when all markets will be free from State supervision and prices permitted to find their level through the process of supply and demand. It is interesting to contrast some of the prices ruling to-day with those of the early months of 1914, before the war demoralized the markets of the world. The *Herald* says under date January 12:—

"During the past two years, since peace was declared, prices in many cases have been gradually adjusting themselves to the altered conditions, and the abnormal war-time quotations are now rather the exception than the rule. Unfortunately most of those commodities which bear most on the trade and commerce of Glasgow and the West of Scotland are still quoted at figures which, however much they may be justified, are undoubtedly an impossible handicap to any industrial revival. Early in 1914 the price of pig-iron was about 50s. per ton; to-day it is £12 10s. per ton, which is 15s. cheaper than it was a week ago. The current quotation of ship plates is £24 10s., against £6 in 1914, and of boiler plates £31 10s., compared with £7. The high cost of coal and the heavy freight charges on ore are presumably responsible for those high figures; but, whatever the cause, it is quite apparent that they are at a level which not only rules us out of all markets, both at home and abroad, but opens wide our doors to the foreign exporter. Coal has gone up within the period from 15s. to 70s. per ton, and when it is realized that more than three tons of coal must be consumed before a ton of pig-iron can be produced it is perhaps not a matter for great surprise that prohibitive costs are bringing our industries to a standstill. Relatively the non-ferrous metals approximate more closely to normal, copper being £72 against £65, and tin £170 compared with £206. In the grain trade there is still a considerable discrepancy between current and prewar prices. The present quotation of home wheat is 80s. against 30s. in 1914, while Canadian wheat is valued at 102s. against 37s. Flour, owing possibly to the regulation charge, is less than double the 1914 price, being 80s. compared with 43s. Butter and cheese, which are still under control, are still far separated from the prewar figures, the former being 336s. per cwt. against 132s. 6d., and the latter 158s. per cwt. against 73s. Notwithstanding the substantial drop that has taken place in the price of sugar since the Armistice, the current price is still seven times greater than it was before the war, being 71s. compared with 10s. per cwt. Cotton and wool have perhaps come back nearest to peace prices, being only about 50 per cent above the quotations of 1914."

FEATURES IN CANADIAN EXPORTS TO BRITISH WEST INDIES

A noticeable feature of the growing trade between Canada and the British West Indies is the demand for the product of Canadian ironworks in the Caribbean colonies, notes the *London Times Trade Supplement*. Iron pipes for water and gas supplies, and hoops for puncheons, which were formerly imported in large quantities from the United Kingdom, are now coming from Canada. Factories in the Dominion are supplying stills for the manufacture of rum. Canadian cement also figures largely among the articles imported.

PHOSPHATE ROCK DEPOSITS IN THE SOUTH PACIFIC

TRADE COMMISSIONER D. H. ROSS

Melbourne, December 20, 1920.—For a long period of years phosphate rock has been shipped to various parts of the world, but chiefly to Australia and New Zealand, from Ocean island, situated about 170 East longitude and just south of the Equator. Ocean island constitutes a part of the Crown colony of the Gilbert and Ellice islands. Subsequently the phosphate deposits on Nauru island, in the Bismarck Archipelago—the larger island of the two, about 160 miles west of Ocean island—were worked by the same company under a concession from the German Government.

The operations against the German troops early in the recent war resulted within two months of the capture of the whole of the enemy's possessions in the South Pacific (except Samoa) by Australian forces. Hence in recent years all former German islands in the South Pacific (except the Samoan group occupied by New Zealand) have been administered by the Australian Government.

Recently three commissioners, acting conjointly for the Imperial, Australian, and New Zealand Governments, have been in conference in London with reference to the future working of the phosphate areas on both islands, but more particularly in regard to the enormous deposits on Nauru island. It has not at this date been disclosed whether Great Britain, Australia, or New Zealand will (under the mandates respecting former German territory in the South Pacific) administer Nauru island, but primarily the phosphate deposits on both islands will be controlled by the commissioners and the three Governments interested will have the first option on their requirements of this valuable fertilizer. Generally, it may be assumed that agricultural interests within the Empire will readily obtain preferential treatment in obtaining adequate supplies.

SUPERPHOSPHATES AS A FERTILIZER

The principal content of the phosphate deposits on both islands is about 82 to 84 per cent tri-basic phosphate of lime. In Australia the two largest works producing superphosphates, from phosphate rock imported from Ocean and Nauru islands, are at Melbourne.

In the preparation of superphosphates, for marketable purposes, sulphuric acid is an important requirement, and the other added materials—such as bone dust, peat, and other suitable earths—vary according to the particular fertilizer desired. It is, on expert authority, considered that one ton (2,240 pounds) of phosphate rock is converted into several tons of superphosphates as sold to farmers in Australia.

From the printed price lists of the Melbourne makers the following rates are now quoted to farmers:—

Grades of fertilizer	Price per ton of 2,240 pounds
1. Superphosphates (for grain)	£6: 3:0 say \$29 20
2. Nitrogenous superphosphate	£8: 0:0 say \$38 93
3. Super and bone ($\frac{1}{3}$ super— $\frac{2}{3}$ bone)	£7: 7:6 say \$35.89
4. Basic phosphate	£5:12:6 say \$27 37
5. Ground phosphate—80%	£6: 0:0 say \$29 20

Obviously, wholesale and country dealers are allowed a fair commission from the manufacturers' prices.

In the early days of settlement and cultivation in Australia scientific cultivation was practically undeveloped. The early farmers, like those in Canada, were neither under the necessity nor aware of the necessity of supplying the constituents to the soil demanded by each variety of crop. The widely divergent character of the soils, their degeneration by repeated cropping, and the difficulties of following any desired rotation of crops, rendered it essential to give serious attention to artificial manuring.

The introduction of the seed-drill, acting as a fertilizer distributor, has greatly facilitated the use of superphosphates, and much land in Australia formerly regarded as useless for cultivation has been made productive. The imports of phosphate rock into Australia during the last five years have represented over 82 per cent of the total importation of fertilizers.

In order to protect the interests of users of artificial fertilizers, legislation has been passed in each of the Australian states regulating the sale and preventing the adulteration of fertilizers.

ANALYSIS OF PACIFIC PHOSPHATE-GUANO

A recent analysis of a fair average sample of phosphate-guano from Nauru island was:—

<i>Moisture sample (in bulk)—</i>	<i>Per cent.</i>
Water at 100° C.	3.87
Tribasic phosphate of lime.	82.56
<i>Ground sample (dried at 100° C.)—</i>	
Phosphoric acid.	39.34
Equal to tribasic phosphate of lime.	85.89
Carbonic acid.	2.06
Equal to carbonate of lime.	4.69
Oxide of iron and alumina.	0.76
Organic matter and combined water.	2.86

This analysis is also representative of shipments from Ocean island.

It is stated that the present annual production of phosphate rock at Ocean and Nauru islands is about 350,000 tons. So far Australia has been the most important market, to which about 200,000 tons per annum are exported. New Zealand also imports a considerable quantity from the same sources. A large quantity has been shipped from year to year to Japan.

The loading at the islands is by means of surf boats, from cantilever jetties to the steamers moored about 300 yards from the shore. Depending on weather conditions, from 1,000 to 1,200 tons can be loaded daily, which is an excellent accomplishment where there are no harbour facilities. So far there has been no difficulty in obtaining adequate native labour, and it is unlikely any untoward development in this regard will take place.

The value of the deposits at these islands can scarcely be conjectured, as it is stated (depending upon production) there is sufficient rock to keep the works going at least for the next fifty years, hence the value may modestly be computed at £50,000,000, although much higher estimates have been given.

CANADIAN REQUIREMENTS OF FERTILIZERS

While Canada now imports considerable quantities of fertilizers, including phosphates chiefly from the United States, it is probably impossible to estimate the requirements of the Dominion from ten to twenty years hence, when much land now under cultivation will have degenerated by repeated cropping. Further, poor Canadian lands—obtainable at a low price—may become profitably productive if fertilizers can be obtained at a comparatively low cost.

To some extent Canadian requirements may differ from Australian requirements, but agricultural chemists, with practical knowledge of the special fertilizers wanted to increase the production of Canada's wide territory, could accurately determine whether phosphate rock, from British possessions in the South Pacific, would form the basis of new and progressive industries in the Dominion. In Australia superphosphates are used most extensively—chiefly in growing wheat.

It is thought that the steamers of the Canadian Government Merchant Marine, northbound from Australia to Vancouver, could with slight deviation from the usual route load full cargoes at Ocean and Nauru islands (thus constituting a valuable reserve for freights) when other and more profitable cargoes could not be obtained in Australia or New Zealand.

The question of Canadian farmers securing for many years to come practically inexhaustible supplies of superphosphates from phosphate rock obtained in the South Pacific, at probably a lower cost than obtainable from foreign countries, is obviously one of major importance to the future expansion in the productiveness of much territory in the Dominion, alike to the exhausted soils of the East as well as to poor lands in all the provinces.

UNITED STATES DEVELOPS TRADE WITH AUSTRALIA

(*Washington Herald*)

Prior to the war from 60 to 70 per cent of the total foreign trade of Australia, both imports and exports, was carried on with Great Britain. About 12 per cent of the import trade and some three or four per cent of the export trade was with the United States. The war has made a great change in these relations. Australian trade with Great Britain now amounts to only 30 or 40 per cent of the total while we are supplying about 25 per cent of the Australian imports and are taking nearly 10 per cent of her exports. The relations of the total Australian trade to that with the United States is shown in the following table. At par the pound (£) is equal to \$4.87.

AUSTRALIAN TRADE

(000 omitted.)

Year	Total Exports	Exports to U.S.	Per cent to Total	Total Imports	Imports from U.S.	Per cent of Total
1913.. . . .	£ 78,572	£ 2,600	3.3	£ 79,750	£ 9,522	11.9
1914-15	60,593	4,947	8.2	64,432	9,585	14.9
1915-16	74,778	10,646	14.2	77,521	15,360	19.8
1916-17	97,955	6,783	6.9	76,229	15,528	20.4
1917-18	81,429	10,650	13.1	62,234	15,193	24.4
1918-19	113,964	9,009	7.9	102,335	27,927	27.3
1919-20	148,564	11,000	8.1	97,457	22,360	22.9

Australian trade with the United States now exceeds that with any other country except Great Britain. The value of Australian imports from the United States has increased from 150 to 200 per cent while the export trade with the United States is over 300 per cent greater than in 1913.

The principal articles which the United States sends to Australia include machinery, tools and metal manufactures, wearing apparel and textiles, tobacco, petroleum products, automobiles, surgical and scientific instruments, paper, etc. To a very large extent the exports to Australia consist of manufactured articles.

The commodities which the United States buys from Australia consist principally of wool, hides and leather, mutton, copra and cocoanut oil, zinc, tin, chemicals, etc. These are chiefly raw materials to be used in the mills and factories of this country.

During the first ten months of 1920 American exports to Australia have amounted to over \$94,000,000 and imports from there to \$49,000,000, an increase in each case of about \$10,000,000 over the corresponding months of 1919. The trade with Australia, developed largely during the war, has great promises for the future if properly encouraged both by American exporters and by the policy of the Government.

In recent months Australia has been experiencing great difficulties in selling either American or English exchange in payment for imports. This has been caused apparently by the reduction in credit reserves in London owing to the disappointing wool sales and the heavy government remittances to London. It is said that no great relief is to be expected before March when the new wheat crop begins to move. The wheat crop is said to be very good and it has been estimated that Australia will have 100,000,000 bushels for export. However, recent advices from Broomhall indicate that very heavy rains are damaging the crop. Some estimates state that 20,000,000 bushels have been lost.

MODIFICATION OF CUSTOMS TARIFF OF MEXICO

The *Diario Oficial* (Mexico) of 2nd December contains a Presidential Decree, dated November 23, which modifies, with effect as from 1st December, certain sections of the Import Duties Tariff. These changes were published in the *Board of Trade Journal* of January 13, 1921, which is on file at the Commercial Intelligence Branch, Department of Trade and Commerce, and is open for reference by Canadian manufacturers and exporters.

CHINA'S PURCHASES FROM THE UNITED STATES

Among recent purchases from the United States, noted in the December bulletin of the Guaranty Trust Corporation of New York, were iron bars, plates, cuttings, rails, fishplates, shaftings, angles, rivets, tinned plates, bar croppings, bar ends, pipes and fittings, hoops, sheets, wire nails, wire shorts, old cart tires, old horseshoes, soft wood (clear and ordinary sawn), lanterns, clocks, bells, oilcloth, leadfoil and tinfoil, printing ink, laundry soap, aniline dyes, lead paints, zinc paints, varnish, paint oil, lubricating oil, vegetable turpentine, refined borax, sulphate of alumina, calcium carbide, artificial indigo paste, cow glue, paper (bank-note, cigarette, drawing, enamelled, glazed, printing, wax and writing), imitation leather, bedsteads, sewing machines, typewriters, files, mineral waters, canned fish, fruits, meats and vegetables, dried milk and evaporated cream.

REGULATIONS REGARDING THE IMPORTATION OF DYES INTO AUSTRALIA

Mr. Mark Sheldon, Commissioner, Commonwealth of Australia, 61 Broadway, New York city, writes as follows:—

"I have to inform you that I am in receipt of advices from the Department of Trade and Customs of the Commonwealth of Australia to the effect that any shipment of dyes of foreign origin to Australia must be accompanied by the British Customs specification No. 30 and that prior to shipment a certificate must be obtained from the British Dye Commissioner giving permission for the export of consignments of dyes to Australia. When such certificate has been obtained, when the dyes are proposed to be shipped from the United States, the shipper should lodge same at the office of the Commissioner for Australia, 61 Broadway, New York, so that cable may be sent to the Australian Department of Trade and Customs, Melbourne, for permission for the consignments to enter Australia.

SELLING PRICE AND REPLACEMENT VALUE OF GOODS IN NEW ZEALAND

A recent judgment of the New Zealand Full Court in an appeal case under the Dominion Act relating to profiteering is of importance to United Kingdom manufacturers, says the *British Board of Trade Journal*. This judgment definitely establishes the legality of the practice of basing selling prices on the replacement value of the goods, and confirms the contention of the magistrate who originally tried the case that trade custom must also be taken into account. His Majesty's Trade Commissioner at Wellington states that this decision is particularly interesting to firms in the United Kingdom who have their trade so organized in the Dominion that they can fix prices at which their goods should be sold.

It is probable that the Government will now accept the position as indicated in this judgment, particularly as they have endeavoured to prove that they are trying to reduce the cost of living. There has as yet been no public indication of any proposal to amend the Act to meet the new situation created by this judgment.

TRINIDAD'S PREFERENTIAL TARIFF

While the new tariff of Trinidad which went into effect November 5, 1920, gave Canada a preference of only 33½ per cent, Mr. Edgar Tripp, Canadian Government Commercial Agent in Port of Spain, Trinidad, in a letter dated December 23, 1920, states that the preference will be increased to 50 per cent.

MARKET DIFFICULTIES AT CONSTANTINOPLE

(British Board of Trade Journal)

The large number of cases in Constantinople where the delivery of goods has been refused, has seriously embarrassed the local banks, whose anxiety is now to devise some means to realize accumulated stocks. This state of affairs, however, has not affected the retail trade which, it is stated, has been selling goods even at 150 to 200 per cent above wholesale prices. This has had a deplorable effect upon the cost of living in Constantinople.

However, an arrangement has recently been made by which several local merchants of good standing have combined with an auctioneer to rent several large warehouses and to retail by auction, or to sell in very small wholesale lots, goods left on the hands of banks. Such goods are sold at the wholesale price, plus 15 to 20 per cent for expenses. It appears that the scheme is being welcomed by holders of wholesale stocks, by the banks, and by the consumers, and has already had a marked effect on retail prices.

PROSPECTS OF ECONOMIC EXPANSION IN PALESTINE

(London Times Trade Supplement)

While no immediate recovery in the trade of Palestine is to be looked for, there are grounds for anticipating a gradual process of economic expansion, and with it an increase in the effective demand for commodities.

It will now be possible to modify the oppressive Ottoman system of taxation, to provide more adequate facilities for agricultural credit, and to promote closer settlement on the land. All these reforms are at present being worked out. In addition the High Commissioner foreshadowed in his inaugural speech on July 7, 1920, an extensive programme of public works, including the construction and improvement of roads, the development of the telegraph and telephone services, the provision of hydro-electric power, the drainage of swamps, afforestation, and the construction of a harbour at Haifa.

MARKET WORTHY OF ATTENTION

The considerable Jewish immigration which is expected will further stimulate the demand for commodities and will, as industries develop, provide a reservoir of skilled labour, of which there is at present no large available surplus. Palestine has, moreover, suffered seriously from the prevalence of unrest in Syria and will benefit materially by the gradual emergence of more settled conditions to the east and north.

In these circumstances, Palestine may be expected to become in course of time a market worthy of some attention. In addition to the cotton goods and foodstuffs at present imported, the demand for which will continue, a number of other commodities will probably be called for as the economic development of the country proceeds. These include, in particular, building materials, chemical manures, agricultural machinery, window glass, motor transport, hardware, and box-wood for the orange trade. Ready-made clothing and boots and shoes would be saleable at present in considerable quantities, if they could be placed on the market at reasonable prices.

REVIEW OF DUTCH IMPORT TRADE FOR THE MONTH OF OCTOBER, 1920

TRADE COMMISSIONER GEO. E. SHORTT

Rotterdam, January 4, 1921.—In comparison with September the value of imports increased by 20 million guilders or 6.3 per cent, while the value of exports decreased by 17.8 million gulden or 10.7 per cent.

The value of imports was 61 million guilders higher than the average value of imports during the first ten months of 1920.

The value of exports was 9 million guilders more than the average value of exports from January to October, 1920.

The import balance shows an increase of 25 per cent:—

	Oct., 1920. Gulden	Previous months Gulden	Total Jan.-Oct., 1920 Gulden
Total imports.. . . .	337,338,332	2,425,410,301	2,762,748,633
Total exports	148,140,438	1,239,871,429	1,388,011,867
Excess imports.. . . .	189,197,894	1,185,538,872	1,374,736,766

(Not including coin and bullion).

The total weight of imports was 1,535 million kilogrammes as against 1,367 million kilogrammes in September and 392 million kilogrammes more than the average weight from January to October, 1920. The goods showing an increase in imports are: cereals (22 million kg.), flour and manufactures of flour (11 million kg.), coal (227 million kg.), benzine, petroleum and petroleum distillation products (20 million kg.), ships, vessels, barges (17 million kg.). A decrease is to be noted in the imports of saltpetre, fertilizers, etc. (28 million kg.), natural stone (64 million kg.), shipbuilding and carpenter's wood (61 million kg.).

The weight of imports was 25 million kg. higher although the value was 18 million guilders less than in September.

There was an increase in the export of sugar beets and waste thereof (70 million kg.), potatoes (10 million kg.), coal for foreign ships (13 million kg.).

DETAILED IMPORTS

In September the import of wheat amounted to 18 million kg., of which 17 million kg. were from the Argentine. In October this was 34 million kg., of which only 9 million kg. were from the Argentine, and 25 million kg. from the United States.

For the first ten months of 1920 the imports were 391 million kg., of which 365 million kg. were from the Argentine. In the same period of 1919 only 218 million kg. were received, 178 million kg. being from the Argentine.

Thirteen million kg. of wheat flour were imported from America, i.e., 10 million kg. more than in September.

For the first ten months of 1920 the total imports of wheat flour were 27 million kg. as against 136 million kg. for the same period in 1919.

The average price of wheat imported for the first ten months of 1920 and 1919 respectively was 43 and 33 Dutch cents per kg.

In October, 1920, 42 million kg. of maize arrived as against 34 million kg. in September.

Imports of coal during October amounted to 533 million kg. as against 256 million kg. in September. There was a decrease of 4.5 million kg. in the import of coke and brown coal briquettes. Germany delivered 82,919 tons of coal, 13,929 tons of coke, 420 tons coal, and 3,199 tons brown coal briquettes.

The United States exported to Holland 420,627 tons of coal as against only 147,368 tons in September. Great Britain delivered 10,268 tons of coke as against 6,186 tons in September. For the first ten months of 1920 the imports of coal amounted to 2,440,401 tons at an average price of fl. 70 per ton, of which 44 per cent came from America at an average of fl. 83; and 38 per cent from Germany at an average of 59 gulden per ton.

The imports for the first ten months of 1920 remain 16,066 tons below the quantity imported during the same period in 1919.

In October 37 million kg. of cement were imported showing a decrease of 6 million kg. from the average imports from January to October, 1920. The total import in that period was 313 million kg. as against 190 million kg. from January to October, 1919.

In October 26 million kg. of wood for the manufacture of paper were imported.

GERMAN INDUSTRY AND TRADE

TRADE COMMISSIONER GEO. E. SHORTT

Dumping of Goods

Rotterdam, January 4, 1921.—German industry continues to revive, and with her factories intact and the mark at a low exchange level she is able in a number of commodities to undersell foreign competitors even in their own markets. The German price is as low as fifty per cent below competitive prices in many lines. Instead of asking prices in proximity to the market prices, which she could easily obtain, she is foregoing the extra profit and dumping her goods at a comparatively small profit. The inference is that Germany is out, not to undersell, but to kill foreign competition. At the same time manufacturers and combinations of manufacturers are forming themselves into huge combines at home for the purpose of safeguarding themselves from competition in Germany and of making a united and more effective attack upon foreign markets.

Aluminium Hollow-ware

The German aluminium hollow-ware industry, with almost unlimited supplies of raw material, is making a concentrated effort to capture the world's markets in this line. Before the war 317 tons of manufactured aluminium ware were shipped to Russia and 161 tons to Austria. These two markets are not now in a condition to receive supplies and as a result a new market must be found.

Iron and Steel Products

Germany is now supplying the Netherlands with larger quantities of iron and steel goods than any other country. In certain classes this preponderance amounts to 75 per cent of the total imports. The following figures illustrate the large increase in the imports of German iron and steel products into this country:—

IMPORTS (IN TONS)

	First nine months of 1919	First nine months of 1920
Rails and railway material.. . . .	32,633	34,535
Sheet metal	72,401	80,959
Bar iron, hoop iron, section iron.. . . .	70,644	137,294
Stanchions, beams, joists, etc	7,246	12,848
Tubing.. . . .	12,226	30,812
Iron wire and barbed wire	2,547	6,583
Structural work.. . . .	3,799	22,872

The export price on bar iron has been lowered so that it is now selling at 150 gulden (\$55.50) on the Dutch market.

In cast-iron piping Germany is capturing the Scandinavian market from Scottish manufacturers at a price which is 70 per cent lower than the latter can quote.

A new foundry and rolling mill, covering an area of 500 acres, is to be erected near Mersèburg.

German firms are to supply two to three thousand tank cars to the Roumanian Government for extending the export of oil from that country. The cars are ordered for immediate delivery with a capacity of fifteen tons at a price of 85,000 lei (\$1,250) per car, to be paid five days after delivery.

Oil Discovery

Oil borings in the neighbourhood of Hamburg, which have been carried on for the past two years, have resulted in the discovery of a field of considerable size at Meckelfeld. The oil shows a content of 30 per cent petroleum, 40 per cent high-grade lubricating oil, and 25 per cent other useful matter.

New Companies and Combines

The textile manufacturers of Germany are forming organizations for the purpose of protection and competition. An organization in Munich for the protection of the Bavarian cloth and woollen industry and a company in Berlin with a capitalization of 50,000,000 marks are the two latest reported.

The associations of glass manufacturers have also united in a central organization called the "Verband des Deutschen Flachglas Grosshandels" for the purpose of more effective protection and expansion. It is reported that the works in Saxony and the Rhineland are well supplied with orders.

The German dyestuffs and chemical combine has formed a new company for the purpose of extending the production of nitrate.

A German organization has been set up to enable German manufacturers to dispose of their goods in Russia and at the same time receive needed raw materials in return.

This organization will assume the obligations of Russian contracting parties and call for tenders in Germany. Credits extended to Russia under this agreement will be secured by fifty or more million roubles in gold furnished by the Russian Government and deposited in a neutral country.

INCREASE IN CUSTOMS DUTY ON CONDENSED MILK IN THE UNITED KINGDOM

(British Board of Trade Journal.)

The tariff rate of customs duty on this article has been increased by the Treasury in pursuance of the power conferred by section 7 of the Act 1 Edw. 7 cap. 7, to 11s. 8d. per cwt., as from 1st February, 1921, inclusive, and will accordingly become identical with the tariff rate for "Milk, condensed, sweetened, separated, or skimmed." In consequence of this alteration the tariff ratings for milk will be as follows:—

	Rates of Duty		
	Full cwt. s. d.	Preferential	
Milk, condensed, sweetened	11 8	} Five-sixths of full rate.	
Milk, condensed, slightly sweetened on the entry for which the importer has declared that the duty on the sugar or other sweetening matter (a) used in the preparation of the goods did not exceed 4s. 7d. per cwt. (or five-sixths of that rate as the case may be)	4 7		
(a) "Sweetening matter" does not include saccharine.			

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
JANUARY 26, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 26; those for the week ending January 19 are also given for the sake of comparison.

		Parity.	Week ending January 19, 1921.	Week ending January 26, 1921.
Britain.. . . .	£	1.00	\$4.86	4.29
France	Fr.	1.	.193	.0737
Italy.. . . .	Lira	1.	.193	.040
Holland.. . . .	Florin	1.	.402	.3773
Belgium.. . . .	Fr.	1.	.193	.0774
Spain	Pes.	1.	.193	.1525
Portugal	Esc.	1.	1.08	.1174
Switzerland.. . . .	Fr.	1.	.193	.1793
Germany	Mk.	1.	.238	.0185
Greece.. . . .	Dr.	1.	.193	.0860
Norway.. . . .	Kr.	1.	.268	.2074
Sweden.. . . .	Kr.	1.	.268	.2445
Denmark.. . . .	Kr.	1.	.268	.2102
Japan.. . . .	Yen	1.	.498	.55
India.. . . .	R.	1.	.342	.3192
United States.. . . .	\$	1.	1.00	1.14
Argentina.. . . .	Pes.	1.	.965	.8963
Brazil.. . . .	Mil.	1.	.546	.1710
Roumania	Lei	1.	.193	.0157
Jamaica.. . . .	£	1.	4.86	4.29
Barbados.. . . .	\$	1.	1.	.88 to .90
British Guiana	\$	1.	1.	.88 to .90
Trinidad.. . . .	\$	1.	1.	.88 to .90
Dominica.. . . .	\$	1.	1.	.88 to .90
Grenada.. . . .	\$	1.	1.	.88 to .90
St. Kitts.. . . .	\$	1.	1.	.88 to .90
St. Lucia.. . . .	\$	1.	1.	.88 to .90
St. Vincent.. . . .	\$	1.	1.	.88 to .90
Tobago.. . . .	\$	1.	1.	.88 to .90

TENDERS INVITED

Australia

VICTORIAN GOVERNMENT RAILWAYS DEPARTMENT

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railways Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer file No. 26137). Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

No.	Date of closing.	Particulars.
33053	March 2, 1921.....	Manufacture, supply and delivery of 18 reactances and 18 condensers, as specified.
33834	March 2, 1921.....	Supply and delivery of pumping equipment for oil tank truck, as specified.
33840	March 9, 1921.....	Manufacture, supply and delivery of 3 sets of electric crabs and equipment for cranes, as specified.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

2691. **Sulphate of ammonia.**—A London company of merchants and exporters are desirous of effecting an arrangement with Canadian manufacturers of sulphate of ammonia for export to European markets.

2692. **Representation in Dublin.**—A firm in Dublin, Ireland, wish to represent Canadian manufacturers of jams, canned goods, mincemeats, chocolates, or paper in Ireland. Representative travels through the country regularly and is stated to have good connections.

2693. **Construction materials.**—Large quantities of various building materials and equipment will be in demand for the rebuilding of the destroyed portions of Cork, for which an Irish trade incorporation desire to open up communications with Canadian exporters with a view to furnishing these supplies.

2694. **Representation in the British West Indies.**—A Canadian incorporation, which has an office in New York, intends opening up business in Trinidad, Barbados, and British Guiana. They desire to represent any firms interested in exporting to those countries, especially in cement, steel sheets and bars, and cotton fabrics.

2695. **Representation in the British West Indies.**—Two gentlemen, one a former officer of the Canadian Expeditionary Force and the other of wide commercial experience in Canada and elsewhere, desire to entertain proposals for the representation of Canadian interests in the West Indies. One represented an important Canadian bank in Jamaica for four years and has intimate business connections and broad knowledge of conditions in the West Indies. Both have had extensive banking, exchange, and commercial experience. Connections could be formed by these gentlemen with Canadian interest to mutual advantage. Both are unmarried.

2696. **Plated ware.**—A firm of exporters, importers, and manufacturers' agents, with offices in Barbados and Trinidad and covering the West Indies, desire to obtain a Canadian connection for plated ware of all kinds. Good connections and references.

2697. **Ale, beer, and stout.**—A large firm of manufacturers' agents in Barbados, with branch office in Trinidad and covering British Guiana and the smaller islands, would like to obtain a Canadian agency for ale, beer, and stout. Good connections and references.

2698. **Carriage.**—An officer in H.M. Colonial civil service, Gold Coast, West Africa, wishes to purchase a light two-wheel dogcart, and would like to receive catalogues and prices of same at an early date.

2699. **Englishman,** located at Antwerp, giving references, is anxious to get in touch with reliable Canadian firms with a view to acting as their agent for selling and buying.

2700. Belgian co-operative society, having branches in Antwerp, Italy, and Germany, desire prices on red, pink, and chum salmon 1-pound tins, 500 to 1,000 cases, c.i.f. Antwerp. Samples or at least labels are solicited. Bank references.

2701. **Trade with Greece.**—The chief of the Greek Military Commission to Canada for the purchase of various materials bought on account of the Greek Government is about to return to Greece and will establish himself in business in Athens. He writes: "In the discharge of my duty in your fine country I have endeavoured to encourage commercial relations between the two countries and believe that I shall be able on my return to Greece to be of service to those of your exporters who would entrust me with their representation for Greece, Balkan States, and the Orient. My former position in the Bank of Athens, where I was for a dozen years chief of the credit department, has enabled me to have good business relations and experience on the market of Greece." The address in Athens will be furnished on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

To LIVERPOOL.—*Metagama*, C.P.O.S. Line, about February 9; *Canadian Navigator*, Canadian Government Merchant Marine, Ltd., about February 10; *Empress of Britain*, C.P.O.S. Line, about February 11; *Melita*, C.P.O.S. Line, about February 19; *Minnedosa*, C.P.O.S. Line, about February 25.

To LONDON.—*Holbrook*, C.P.O.S. Line, about February 4; *Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about February 5; *Batsford*, C.P.O.S. Line, about February 8; *Bolingbroke*, C.P.O.S. Line, about February 25; *Grampian*, C.P.O.S. Line, about March 19.

To GLASGOW.—*Pretorian*, C.P.O.S. Line, about February 18.

To MANCHESTER.—*Manchester Shipper*, Manchester Liners, about February 5; *Manchester Corporation*, Manchester Liners, about February 28.

To SOUTHAMPTON.—*Scandinavian*, C.P.O.S. Line, about March 1.

To BELFAST AND DUBLIN.—*Lord Antrim*, Head Line, about February 3; *Ramore Head*, Head Line, about February 15; *Melmore Head*, Head Line, about February 25.

To CARDIFF AND SWANSEA.—*Canadian Otter*, Canadian Government Merchant Marine, Ltd., about February 11.

To ANTWERP.—*Holbrook*, C.P.O.S. Line, about February 4; *Batsford*, C.P.O.S. Line, about February 8; *Scandinavian*, C.P.O.S. Line, about March 1.

To ROTTERDAM.—*Fanad Head*, Head Line, about March 5.

To HAVRE.—*Manoa*, Fracanda Line (Canada Steamship Lines, Ltd., agents), about February 12; *Grampian*, C.P.O.S. Line, about March 19.

To HAMBURG.—*Fanad Head*, Head Line, about March 5.

To ST. JOHN'S, NEWFOUNDLAND.—*Manola*, Canada Steamship Lines, about February 12.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—*Hellenes*, Houston Lines, about February 25.

To AUSTRALIA AND NEW ZEALAND.—*Otira*, New Zealand Shipping Company, about February 15.

To EASTERN AND FAR EASTERN PORTS.—*Hellenes*, Houston Lines, about February 25; *Croxeth Hall*, Ellerman-Bucknalls, about February 25.

To SOUTH AFRICA.—*Fantee*, Elder-Dempster & Co., about February 28.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

From Halifax

To PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Cunard Line, about March 7.

To NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about February 15.

To BRITISH WEST INDIES.—*Chaleur*, Royal Mail Steam Packet Company, about February 4.

To LIVERPOOL.—*Saturnia*, Anchor-Donaldson Line, about February 3; *Sachem*, Furness, Withy & Co., about February 4 (via Newfoundland); *Canadian Volunteer*, Canadian Government Merchant Marine, Ltd., about February 5; *Cassandra*, Anchor-Donaldson Line, about February 20; *Canada*, White Star-Dominion Line, about February 27.

To MANCHESTER.—*Manchester Shipper*, Manchester Liners, about February 12.

To GLASGOW.—*Canadian Carrier*, Canadian Government Merchant Marine, Ltd., about February 4; *Saturnia*, Anchor-Donaldson Line, about February 3; *Cassandra*, Anchor-Donaldson Line, about February 20.

To ST. JOHN'S (NFLD.).—*Rosalind*, Red Star Line, about February 3 (via St. John); *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about February 8.

To HAMBURG AND DANZIG.—*Gothland*, Red Star Line, about March 5.

To RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO AND BUENOS AIRES SERVICE.—*Canadian Victor*, Canadian Government Merchant Marine, Ltd., about February 20.

From Victoria.

To HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Tyndareus*, Blue Funnel Line, about February 15; *Teucer*, Blue Funnel Line, about March 15.

From Vancouver, B.C.

To LONDON, LIVERPOOL, AND GLASGOW (via Panama Canal).—*Collegian*, Harrison Direct Line, about February 5.

To ROTTERDAM, ANTWERP, LONDON, LIVERPOOL, AND HAMBURG.—*Eemdyk*, Holland-America Line, loading middle February.

To HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Tyndareus*, Blue Funnel Line, about February 5; *Teucer*, Blue Funnel Line, about March 5.

To AUSTRALIA AND NEW ZEALAND.—*Makura*, Canadian-Australasian Royal Mail Line, about February 9; *Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about February 10.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about February 10.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, C.P.O.S. Line, about February 8; *Empress of Japan*, C.P.O.S. Line, about February 23.

To KARATSU, SHANGHAI, HONG KONG, AND SINGAPORE.—*Harold Dollar*, Dollar Line, about February 8.

DEPRESSION IN SCANDINAVIAN SHIPPING TRADE

Scandinavian owners are reported to have ordered the return from Tyneside of a fleet of ships stated in authoritative quarters, to represent 400,000 tons, says the *London Times Trade Supplement*. The vessels are to proceed to Norwegian and Swedish ports to be laid up for an indefinite period in view of the grave depression in the shipping trade. Contracts for new ships are also being cancelled on terms representing heavy financial sacrifices. Scandinavians attribute the depression largely to American competition in carrying coal from the United States to Norway and Sweden.

SPARE PUBLICATIONS.

The Department of Trade and Commerce has on hand at present spare copies of a considerable number of publications which it would be glad to forward to any one in Canada desiring them, without charge, so long as the supply lasts. In some cases only single copies are available. Applications from libraries, universities, boards of trade or similar organizations will be given the preference. Applications should be addressed to "The Supplies Branch, Department of Trade and Commerce, Ottawa."

The demand for the spare publications heretofore listed has been very great and the supply in many cases exhausted within a day or so of the publication of the *Weekly Bulletin*.

Correspondents should confine their applications solely to the list given below. If other publications are desired a separate letter should be written.

Canada Grain Act, with Amendments, 1912.

Canadian Economic Commission to Siberia, 1919.

Census of Canada:

1901. Vol. 1, Population; 1890-91. Vol. 3; 1890-91, Vol. 4.

Census of Statistics Monthly:

Vols. 7 and 8, 1914-15; Vols. 9 and 10, 1915-16.

China and Japan, 1914.

Chinese Markets for Canadian Products, 1919.

Coal Fields of Nova Scotia, 1909.

Dominion Election Act, 1917.

Final Report of the Fuel Controller, 1919.

German War and its Relation to Canadian Trade, 1914.

Grain Inspection in Canada, 1914.

Handbook for Export to South America, 1915.

Imperial Year Book, 1917-18.

List of Licensed Elevators and Warehouses, 1919-20.

Report of the Board of Grain Commissioners for Canada, 1917-18-19.

Report on the Need for the Suppression of the Opium Traffic in Canada, 1908.

Royal Commission on Grain Trade in Canada, 1906.

Royal Commission on a Dispute between the Bell Telephone Company and Operators at Toronto, 1907.

Russian Trade, 1916.

Special Trade Commission to Great Britain, France, and Italy, 1916.

The Royal Commission re the Alleged Employment of Aliens by the Pere Marquette Railway in Canada, 1905.

Timber Export Trade of Australia, 1917.

Canadian Economic Commission to Siberia, 1919.

Trade after the War, 1916.

Trade with South China, 1919.

Trading in Spain, 1920.

Trial Shipments of Buckwheat via Panama Canal to the United Kingdom, 1918.

Wholesale Prices of Canada, 1910.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 89 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermilk.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighting, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs, 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaíso, British Consul General.

Colombia:

Bogotá, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta. Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyright Act. Cullers' Act. Electric Light Inspection Act. Gas Inspection Act. Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Lead Bounties Act. Patent Act. Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act. Timber Marking Act. Weights and Measures Inspection Act. Zinc Bounties Act.

PUBLICATIONS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report re Mail Subsidies and Steamship Subventions.
Chinese Markets for Canadian Products (1919).
Grain Inspection in Canada (1914).
German War and its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
List of Licensed Elevators, etc.
Patent Office Record (Weekly).
Report of the Canadian Economic Commission (Siberia), 1919.
Rules and Forms of the Canadian Patent Office.
Rules and Regulations made by Board of Grain Commissioners.
Russian Trade (1916).
Trade of South China (1919).
Trade with China and Japan (1914).
Trading with Spain (1920).
Timber Import Trade of Australia (1917).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom.
Toy Making in Canada (1916).
Weekly Bulletin containing Reports of Trade Commissioners and other Commercial Information.

REPORTS OF THE DOMINION BUREAU OF STATISTICS

I. Population:

Census: Report of Census of 1911:—
Volume II, Religious Origins, etc.
Volume III, Manufactures.
Volume IV, Agriculture.
Volume V, Forest, Fishery, Fur, etc.

Census—*Continued*.
Volume VI, Occupations.
Report of Census of Prairie Provinces, 1916.
Vital Statistics (pending).
Migration (pending).

II. Agriculture:

Monthly Bulletin of Agricultural Statistics.

Annual Bulletin of Agricultural Statistics.

III. Industrial Census (Annual) as follows:

Dairy Factories.
Fisheries.
Forestry—Lumber, Pulp and Paper, Sash and Planing Mills.
Mining, Metallurgical and Chemical Industries (pending).

Iron and Steel (pending).
Coal.
Central Power Stations.
General Manufactures.

IV. External Trade:

Monthly Report of the Trade of Canada.

Annual Report of the Trade of Canada

V. Transportation:

Railways and Tramways.
Express.
Telegraphs.

Telephones.
Canals, Water Carriers, Navigation.

VI. Internal Trade:

Grain.
Live Stock and Animal Products.
Prices (pending).

Monthly Produce Bulletins.
General (pending).

VII. Finance:

Municipal Statistics (cities of 10,000 population and over).

VIII. Justice: Criminal Statistics.

IX. Education (pending).

X. Abstracts:

The Canada Year Book, 1919.

Bureau of Statistics Quarterly (pending).

XI. Annual Report of Dominion Statistician.

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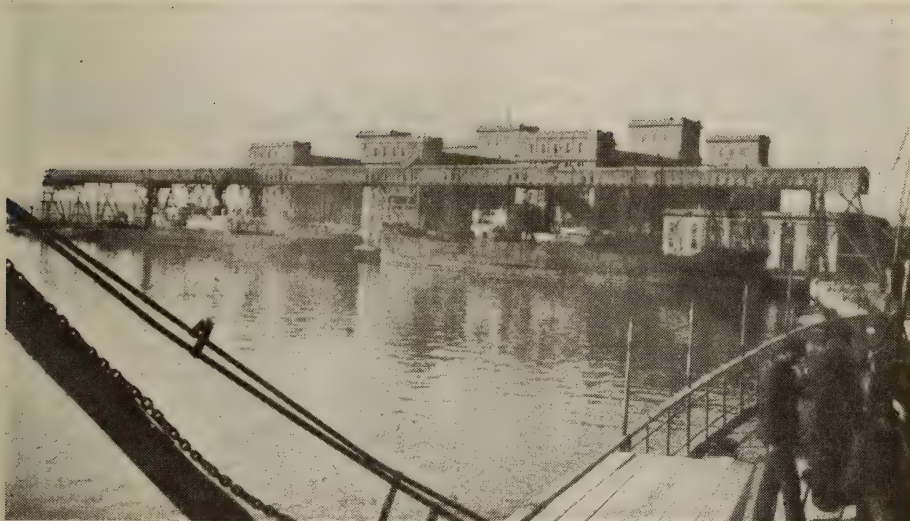
No. 888

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE BRANCH

CANADA



Steamers Loading Grain at Constantza, Roumania. (See page 249.)

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, February 7, 1921

No. 888

LABELS FOR CLASSIFIED LISTS OF BELGIAN FIRMS

Mr. A. Stuart Bleakney, Canadian Government Trade Commissioner for Belgium, advises the Department of Trade and Commerce that he has made arrangements with a Belgian advertising firm to supply Canadian firms with sets of gummed address labels, for various classified lists of Belgian firms. These labels are for use on envelopes containing circulars and catalogues. A catalogue of these lists is on file at the Commercial Intelligence Branch of the Department of Trade and Commerce, and the cost of any set of labels will be notified on request. These labels cost about eight cents per set of 100 and in proportion for larger lists. Money orders payable to the firm in question should accompany letters to the Trade Commissioner in Brussels for such special lists of gummed labels.

OVERSEAS TRADE OF THE UNITED KINGDOM IN 1920

TRADE COMMISSIONER HARRISON WATSON

London, January 14, 1921.—The figures of overseas trade for 1920, Imperial and foreign, published by the British Government, if read in the aggregate, do not explain the almost universal feeling of pessimism and apprehension in this country as the curtain falls upon another year.

Indeed the statistics, which are as follows, are not only again a record in valuation in all branches, but show an expansion of nearly 62 per cent in the value of exports in comparison with 1919.

		Increase per cent over 1919
Imports.. . . .	£1,936,742,120	19.1 per cent.
Exports (British).. . . .	1,335,569,027	67.4 "
Re-exports.. . . .	222,405,957	35.0 "
	<u>£3,494,717,104</u>	34.7 per cent.

GENERAL FEATURES OF TRADE DURING THE YEAR

It is consequently necessary, in order to arrive at a better realization of the present position, to consider simultaneously the December trade returns issued at the same time by the Board of Trade, and the progress of trade month by month as chronicled in a table which is given hereafter.

It is then apparent how the buoyancy in British trade and optimistic feeling generally held at the beginning of 1920, and which lasted well into the middle of the year, then commenced to be affected by a variety of unsatisfactory features which have continued to develop unfavourably and caused a gradual falling off in trade until in December the valuation of imports had declined from the high-water mark of £183,498,388 in January to £142,785,245, British exports from £137,451,904 in July to £96,630,523, and re-exports from £27,031,357 in March to £12,699,056.

While this alteration is certainly disappointing and discouraging, there is a possibility that later on the transformation from artificial prosperity and the inflation of after-war conditions to the less congenial atmosphere of hard facts may be welcomed as a blessing in disguise.

Indeed while, as practically all public predictions as to the course of recent events have turned out inaccurately, it would be rash to make any prophecy, it is by no means certain that the long period of bad times and depression now so freely foretold will be so prolonged as is generally anticipated.

As far as the United Kingdom is concerned, both industry and trade have declined not because of over-production, but due to the inability of many countries which are really short of supplies to pay for them, and as regards home trade, the refusal of the consumer to buy at the swollen prices which have ruled for some time past; and the spreading of the decline which has already taken place in wholesale prices to a corresponding reduction in retail values is not unlikely to create a condition which will absorb stocks which have accumulated recently, and after all are not much in excess of ordinary demand under normal conditions.

PRICES

In this connection it is interesting to note that according to the wholesale commodity prices index system recorded by one authority the top figure of 329.2, as compared with 100 at the close of 1913, which was recorded for food and raw materials in April, 1920, had fallen to 240.3 at the end of last month, and the general anticipation is that a steady decline is likely to continue until a saner level is reached.

In the meantime it is well to point out that the decline in food, which is of more immediate importance to a dense population like that of the United Kingdom, had in December only reached 272.9 in comparison with 207.8 in raw materials, the values of which, being more liable to speculation, are naturally more immediately affected by trade fluctuations.

Taking the year as a whole, however, it is calculated by another index number authority that not only did wholesale prices attain an absolute record in 1920, but they showed an increase of no less than 25 per cent over prices reckoned upon the same basis for 1919.

According to the Board of Trade, the general index number for 1920 gives an increase of nearly 219 per cent over 1913, constituent increases being 353 per cent in the coal and metal group, 276 per cent in the textiles (raw materials) group, 184 per cent in food, drink and tobacco, and about 222 per cent in miscellaneous articles.

ADDITIONAL CAUSES OF DEPRESSION

While, obviously, enormously inflated prices have greatly contributed to the falling off in trade, other reasons include the incessant demand of labour for higher wages and shorter hours accompanied by the menace of strike, which in certain cases has materialized with consequent grave interruption of output; and the chaotic condition of the exchange markets, which has seriously lowered the purchasing value of the sovereign in the United States and certain other countries which until recently were the only sources of raw materials and other supplies required by the United Kingdom—a position which incidentally has greatly increased the cost of production in many industries, with consequent detriment to export trade.

Another factor has been the heavy burden of taxation, and this has been accentuated by the decision of the Government to continue, contrary to anticipation, the excess profits duty, which the industrial and commercial community claim is a crushing indemnity which they find it impossible to shoulder under present conditions, and the repeal of which has been continuously agitated for.

The action of the banks in curtailing credits, while it effectively put a stop to the flotation of the stream of ventures—many over-capitalized and risky—which were being issued under the guise of reconstruction, and checked wild speculation in commodities, has also naturally had a restricting influence upon trade and finance.

Upon the other hand, there are distinct signs of an appreciation of the absolute necessity of greater economy, and the drastic cutting down of expenditure on luxuries which is now being experienced should have a beneficial effect on the situation.

TRADE MONTH BY MONTH

Reference has already been made to the advantage of studying the progress of trade month by month, and the following table clearly shows the falling off in all branches during the latter half of the year:—

	Imports	Total Exports	Excess of Imports over Exports
January..	£183,498,388	£131,344,386	£52,154,002
February..	170,514,272	108,567,919	61,945,353
March..	176,647,515	130,730,738	45,916,777
April..	167,154,309	126,659,111	40,495,198
May..	166,333,816	139,579,500	26,754,316
June..	170,491,230	136,476,278	34,014,952
July..	163,342,351	155,300,383	8,041,968
August	153,254,578	128,271,682	24,982,896
September..	152,692,339	130,806,521	21,885,818
October	149,889,227	128,429,034	21,460,193
November	144,260,183	132,479,853	11,780,330
December	142,785,245	109,329,579	33,455,666
Totals..	£1,940,863,453	£1,557,974,984	£382,888,469

A very gratifying feature is the reduction in the valuation of the surplus of imports over exports in comparison with 1919, which amounted to £289,977,524.

This is manifestly due to the remarkable increase in export trade, and the only qualifying circumstance is the certainty that the result has been, to some extent, reached by a falling off in the quantity of the raw materials imported and diminution of stocks which had accumulated in the country.

CLASSIFICATION OF TRADE

The summaries according to the system followed by the Board of Trade, and which are herewith reproduced for the year 1920 and also for the years 1919 and 1918, for purposes of comparison, contain such comprehensive particulars of the values of the imports and exports of the principal lines that detailed comment is superfluous.

It is, however, universally recognized that trade statistics by values alone are misleading for purposes of comparison, and it is therefore advantageous to be able to supplement these values by the estimated weight of the imports and exports which the Board of Trade has also prepared, and according to which the weights of the imports and exports were as follows in the three years dealt with;—

	1913	1919	1920
Imports.. . . . .Tons	56,023,000	38,772,000	45,542,000
Exports.."	91,803,000	45,993,000	39,509,000
Re-exports.."	161,000	234,000	126,000
Tons	147,987,000	84,999,000	85,177,000

It should be explained that the shrinkage in the weight of British exports in 1920, as compared with 1919, was entirely due to a diminution in the exports of coal, other items showing an increase.

In order to better illustrate the discrepancy between weights and valuations, it is interesting to again reproduce the aggregate values of the imports and exports during the same years:—

	1913	1919	1920
Imports..	£ 768,734,739	£1,631,901,864	£1,936,742,120
Exports..	525,245,289	798,372,971	1,335,569,027
Re-exports..	109,575,037	164,321,940	222,405,957
	£1,403,555,065	£2,594,596,775	£3,494,717,104

The actual statistics of trade by values under the several headings are as follows:—*

(a) Imports—Value c.i.f.

	1913	1919	1920
Food, drink and tobacco.. . . .	£ 295,149,630	£ 719,118,512	£ 767,372,773
Raw materials and articles mainly unmanufactured.. . . .	269,939,720	606,783,540	711,500,618
Articles wholly or mainly manufactured.. . . .	201,038,873	295,954,753	454,823,198
Animals, not for food.. . . .	488,411	404,942	401,739
Parcel post, non-dutiable articles.	2,118,106	3,894,465	2,643,792
Total.. . . .	£ 768,734,739	£1,626,156,212	£1,936,742,120

(b) Exports of Produce and Manufactures of the United Kingdom—Value f.o.b.

	1913	1919	1920
Food, drink and tobacco.. . . .	£ 33,875,845	£ 33,770,673	£ 50,893,159
Raw materials and articles mainly unmanufactured.. . . .	66,173,319	111,290,529	145,655,391
Articles wholly or mainly manufactured.. . . .	413,820,434	641,484,474	1,120,731,798
Animals, not for food.. . . .	2,229,868	1,814,944	4,818,879
Parcel post.. . . .	9,154,129	10,277,742	13,469,800
Total	£ 525,253,595	£ 798,638,362	£1,335,569,027

(c) Exports of Foreign and Colonial Merchandise—Value f.o.b.

	1913	1919	1920
Food, drink and tobacco.. . . .	£ 16,256,082	£ 43,339,512	£ 46,099,012
Raw materials and articles mainly unmanufactured.. . . .	63,699,566	82,991,315	122,987,315
Articles wholly or mainly manufactured.. . . .	29,504,972	38,412,535	53,240,937
Animals, not for food.. . . .	106,111	2,453	78,693
Total.. . . .	£ 109,566,731	£ 164,746,315	£ 222,405,957

As regards the statistics of imports, it seems certain that an increase of some £500,000 in food, drink and tobacco, which has been recorded, is at least accounted for by higher prices which have prevailed, and which indeed must similarly affect the volume of trade in raw materials and manufactured goods, although there was an undoubted increase in the imports of certain wholly manufactured articles.

The really favourable feature of the year was, however, the very large growth in the export of manufactured goods produced in the United Kingdom, and while the volume fell away towards the end of the year, the aggregate increase, even making allowance for higher values, is a very heavy one over 1919. While the result is largely due to the textile branch, prices in which at the beginning of the year were phenomenal, there is a very general improvement throughout the list.

The entrepot business is always regarded as a barometer to the course of British trade, and while the year's figures exhibit a very welcome increase of about 25 per cent over the previous year, there was a notable falling-off after the middle of the year coinciding with the entrance of less favourable conditions.

Food Imports from Canada

Owing to the adoption of a new system of classification in 1920, the imports by countries given with the trade accounts for the year 1920 which are of interest to

* Details of these statistics have been forwarded by Trade Commissioner Watson, and are on file at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa (quote File No. T.C. 2-114).

Canada are confined solely to cereals and provisions, and in accordance with custom, these statistics are reproduced to the extent that the total imports and the principal quantities received by countries are shown.

As has been apparent for some time past, the imports of cereals and produce from Canada exhibit a heavy falling-off from 1919, the statistics for which are also indicated, and incidentally it may be stated that there is also a considerable decline from the 1913 quantities in most cases.

As regards cereals, and more especially wheat, this is due to the short Canadian harvest, but while in ordinary times the yield of British crops and the results of the harvests in individual countries are the principal factors, in 1920 the value of exchange and the marketing of war commitments of the British Government also influenced the volume of business.

While the December accounts of the Board of Trade also give the unrevised totals of imports of raw materials and manufactured goods, no particulars as to countries of origin are published until the autumn when the elaborate "Annual Statement of Trade" is issued. It is, however, to be feared that a similar contraction in Canadian contributions of the variety of manufactured goods which were received in Great Britain immediately after the armistice, will be evident.

Reference has already been made to grain and flour, and it will be observed that while there is a large reduction in the quantity of bacon imported, the decrease in the supplies from Canada is much less than from the United States. This also applies to hams.

Butter shipments were practically the same as in 1919, but the proportion contributed by Canada remains microscopic—only about 2 per cent of the total brought in.

Our position as regards cheese marked a considerable recovery, but whereas in 1913 Canada supplied to Great Britain nearly two and a half times as much as came from New Zealand, 1920 receipts are about 140,000 pounds less.

There was a considerable drop in arrivals of eggs both from the United States and Canada, due presumably to the strong advance in receipts from Denmark.

It will also be observed that there was a heavy decrease in imports of canned salmon from Canada, the deficit largely exceeding that in shipments from the United States.

IMPORTS OF CERTAIN AGRICULTURAL PRODUCTS, ETC., INTO THE UNITED KINGDOM DURING THE
CALENDAR YEARS 1919 AND 1920.

	Quantity		Value		Quantity		Value	
	1919		1920		1919		1920	
	Cwts.	£	Cwts.	£	Cwts.	£	Cwts.	£
1. Wheat—								
Total imports.. . . .	71,443,000	68,422,509	109,404,026	146,844,754				
United States.. . . .	31,769,300	30,901,414	45,422,300	69,838,106				
Argentina.. . . .	6,819,100	6,353,666	30,906,900	38,456,374				
Australia.. . . .	14,952,700	13,623,692	19,966,100	18,635,968				
Canada.. . . .	17,864,900	17,509,324	10,189,000	15,581,564				
2. Wheat Meal and Flour—								
Total imports.. . . .	17,711,070	25,729,244	11,970,140	21,246,484				
United States.. . . .	10,274,070	14,923,818	5,837,400	10,872,260				
Argentina.. . . .	68,100	75,079	184,318	228,783				
Australia.. . . .	1,577,000	2,289,891	1,481,200	2,325,722				
Canada.. . . .	5,566,100	8,122,795	2,318,601	4,413,435				
3. Barley—								
Total imports.. . . .	16,643,900	17,836,657	12,668,200	14,458,625				
Roumania.. . . .	.....	.....	1,442,800	1,350,016				
United States.. . . .	10,793,200	11,869,413	6,227,400	7,554,486				
Canada.. . . .	4,830,200	4,833,935	2,691,200	2,890,683				
4. Oats—								
Total imports.. . . .	6,711,421	6,723,957	6,082,200	5,613,030				
Roumania.. . . .	.....	.....	88,700	67,778				
United States.. . . .	2,956,421	2,982,760	177,700	176,169				
Argentina.. . . .	2,069,700	2,042,344	4,673,800	4,311,827				
Canada.. . . .	940,500	903,640	697,500	863,264				

IMPORTS OF CERTAIN AGRICULTURAL PRODUCTS, ETC., INTO THE UNITED KINGDOM—*Concluded*

	Quantity	Value	Quantity	Value
	1919	1919	1920	1920
	Cwts.	£	Cwts.	£
5. Maize—				
Total imports..	16,860,900	13,722,033	33,840,160	27,371,447
Roumania..	.....	.....	1,691,100	1,284,958
United States..	871,700	681,799	1,632,000	1,460,913
Argentina..	13,914,800	11,147,681	29,237,100	32,507,058
Canada..	188,600	218,288	343,600	329,800
6. Bacon—				
Total imports..	8,281,198	73,591,919	5,611,630	50,367,469
Denmark..	6,644	65,803	704,075	7,316,365
United States..	5,893,514	52,114,834	3,362,264	29,453,894
Canada..	2,094,248	18,880,735	1,493,008	13,128,736
7. Hams—				
Total imports..	1,813,154	16,089,697	322,906	2,958,196
United States..	1,718,363	15,264,376	283,591	2,598,627
Canada..	74,762	653,424	24,331	223,489
8. Butter—				
Total imports..	1,560,204	19,854,427	1,716,344	24,634,294
Denmark..	290,291	3,947,835	817,235	11,762,465
Netherlands..	1,641	20,812	102,567	1,583,482
United States..	216,495	2,746,908	50,897	680,210
Argentina..	265,675	3,344,213	138,862	2,038,594
Australia..	407,516	5,127,003	223,947	3,225,089
New Zealand..	318,872	3,910,432	275,406	3,828,280
Canada..	33,337	417,588	32,140	477,250
9. Cheese—				
Total imports..	2,118,250	15,170,620	2,756,243	20,657,272
Netherlands..	79,217	668,289	112,196	724,204
United States..	16,169	125,127	73,216	518,006
New Zealand..	1,239,553	8,455,199	1,260,642	9,279,901
Canada..	647,212	4,894,738	1,129,758	8,814,530
10. Eggs—	Gt. Hund.		Gt. Hund.	
Total imports..	5,644,395	8,613,326	7,070,266	11,579,096
Denmark..	1,638,067	2,776,116	3,939,437	7,032,357
Netherlands..	620	1,180	48,474	73,748
United States..	1,408,606	2,205,092	331,185	553,211
Egypt..	758,728	930,674	566,498	597,208
Canada..	1,476,962	2,230,422	807,281	1,478,933
11. Canned Lobsters—	Cwts.		Cwts.	
Total imports..	33,261	634,395	25,142	575,037
Canada..	31,564	601,177	23,439	542,409
Newfoundland..	1,370	30,062	1,547	30,940
12. Canned Salmon—				
Total imports..	1,139,642	8,150,254	849,944	7,488,009
United States..	475,865	3,047,524	325,455	2,734,237
Canada..	487,402	3,457,516	156,638	1,500,147

DULL TRADE IN THE POTTERIES OF ENGLAND

TRADE COMMISSIONER J. E. RAY

Manchester, January 20, 1921.—In sympathy with the majority of the industries in Great Britain, the pottery industry has begun to be faced by a gloomy prospect. Throughout the years 1919-20 trade was generally brisk; but towards the middle of December last cancellations of orders came from the Dominions in great numbers, especially from Australia, New Zealand and South Africa. India and South America also exhibited a lively desire to evade their obligations. It is calculated that over \$5,000,000 were lost in December on account of cancellations of orders. The markets of the United States and Canada were the only ones to maintain a fairly sound tone.

Some of the potteries are on short time, and owing to the dullness of foreign markets and the very poor home demand, there is no immediate prospect of a trade revival. Further, it is understood that an increase of 50 per cent in the United States tariff is proposed, and the matter is causing alarm, as last year the value of the products exported to the States from the Pottery District was approximately \$5,000,000.

MERCHANT SHIP CONSTRUCTION IN 1920

TRADE COMMISSIONER HARRISON WATSON

London, January 12, 1921.—Most of the world's industries have undergone considerable changes during the past year, but it is doubtful if any more complete transformation has been witnessed than that which has taken place in shipbuilding.

Only a year ago figures published by Lloyd's Register disclosed the fact that for the first time for a number of years, the gross tonnage of merchant ships under construction in the United Kingdom at that time exceeded the United States figures, although only by a few tons.

According to the same authority, whereas on the 31st December, 1920, the merchant tonnage building in the United Kingdom aggregated 3,708,916 tons, the total under construction, including wooden vessels, in the United States had fallen to 1,310,312 tons, a reduction of about two-thirds.

Indeed, while the revival of British shipping was a year ago a subject of congratulation, the announcement that December quarter's figures show a slight decline in comparison with the three months ended September, is being received with some feeling of relief, and Lloyd's express the opinion that this may be the beginning of a decline which will be just as rapid as the increase which has taken place since 1918, a result which is certainly not out of keeping with the present flattening out of the shipping boom.

In the meantime, it is announced that the total tonnage of vessels commenced during the December quarter *i.e.*, 506,353 tons, is 139,000 tons below the average of the previous six quarters.

A recent feature to which the report of Lloyd's Register makes reference is that while the total tonnage under construction has been, and still is, large, the amount completed has compared very unfavourably with that of prewar times, for whereas in 1913, 23 per cent of the total work in hand was completed each quarter, the corresponding figure in 1920 does not reach 13 per cent.

The details of construction for the December quarter, in comparison with the three months ended September, 1920, and December, 1919, are as follows:—

Description	December 31, 1920		September 30, 1920		December 31, 1919	
Steam—	No.	Gross Tonnage	No.	Gross Tonnage	No.	Gross Tonnage
Steel	822	3,470,932	865	3,510,742		
Ferro-concrete	2	1,494	3	1,754		
Wood and composite . .	5	2,429	3	1,979		
Total	829	3,474,855	871	3,514,475	734	2,985,149
Motor—						
Steel	54	225,960	47	204,911		
Ferro-concrete	2	600	2	600		
Wood and composite . .	1	450	1	150		
Total	57	227,010	50	205,661	23	9,109
Sail—						
Steel	35	7,051	38	10,620		
Ferro-concrete . . . .	....	.....	....	.....
Wood and composite . .	....	.....	2	342
Total	35	7,051	40	10,962		
Grand total, steam motor and sail . .	921	3,708,916	961	3,731,098	757	2,994,249

LAUNCHINGS.

Coming to ships launched, the tonnage for the last quarter of 1920 amounted to about 580,000 tons, the highest output for any individual quarter, and 12,000 tons in excess of the previous record figures for the December quarter of 1913.

The figures of quarterly launches already published enable us to ascertain the total number of vessels (steam) launched, and their tonnage, during 1920, as follows:—

Quarter	Steam Vessels Launched	Tonnage
First.. . . .	123	451,236
Second.. . . .	154	518,568
Third.. . . .	144	478,631
Fourth.. . . .	153	543,347
Total.. . . .	574	1,991,782

SHIPBUILDING IN OTHER COUNTRIES.

As regards the world's total tonnage building, which aggregated 7,179,778 tons (385,000 tons lower than in September, and 869,000 below the record figures of September, 1919), it is interesting to observe that the United Kingdom figure (3,708,916 tons) again exceeds that of the rest of the world (3,470,882) and that the altered position is entirely due to the enormous decrease in shipbuilding in the United States.

Whereas at the end of March, 1919, no less than 4,185,523 tons were actually building in the United States, this total had fallen by the end of December by nearly 69 per cent.

Apart from the United States, there has been an increase of tonnage building abroad during the last three months of nearly 100,000 tons, and the leading countries are Holland (450,964 tons), France (397,969 tons) and Italy (363,784 tons).

Lloyd's call attention to the number of tankers under construction in the world, there being at the present time 169 steamers and motor vessels each of over 1,000 tons, with a total tonnage of 1,169,003, building for the carriage of oil in bulk. Of these 64 (of 422,553 tons) are being constructed in the United Kingdom, and 88 (of 637,100 tons) in the United States.

WOOL CONDITIONS IN AUSTRALIA

ASSISTANT TRADE COMMISSIONER C. HARTLETT

Melbourne, December 20, 1920.—Great trouble is now being experienced in connection with the disposal of this season's wool clip in Australia. In anticipation of lower prices ruling, buyers on the Australian and London markets have so far been very chary in bidding for any except a few special lines of the best merinoes, there being little or no demand for the coarser grades. In ordinary circumstances sales would, during the last two months, have been held daily in Melbourne and Sydney and other wool centres, and by this time a large proportion of the clip would have been sold. Owing to the depressed state of the market, however, sales have only been held at long intervals, and catalogues have been restricted to such classes of wool for which the limited demand exists. These conditions have been mainly brought about by the enormous accumulation of "carry over" wools on hand in Australia and London added to the accumulations of South Africa, South America and New Zealand.

At a conference of representatives of wool organizations and interests recently held in Melbourne, an association was formed with a proposed capital of £25,000,000 to take over from the Imperial Government their accumulated stocks of Australian wool, about 2,000,000 bales. The accumulated wool was purchased and has been paid for by the Imperial Government at the flat rate of 15½d. per pound on a greasy basis, but the Australian grower retains an interest of half the profits, if any, realized upon its resale.

In taking over these stocks the association, if consummated, hopes to stabilize the market by disposing of the whole of the old wool on behalf of the joint owners—the British Government and the Australian growers—at more satisfactory prices than are now being offered, and at the same time protect the current and future clips.

It is proposed by the association to make issues to Australian growers and others interested in the scheme of half their interests in debenture stock of a nominal value of £1, and half in shares the ultimate value of which would depend largely on the actual realization of the wool. It is proposed that the directorate will consist of nine members of which Australia will have five and London four, with an advisory council of three members from each Australian state.

The association (a) is to act as sole agent for the sale of the Imperial Government's share of Australian wools; (b) to have power to dispose of other wools, and (c) to have the right of selling wool on such terms and conditions as the directorate deems necessary. It is anticipated that the association will, if required, be able to obtain loans of from £10,000,000 to £15,000,000 on its assets, not for the purpose of supporting the wool market by purchase of wool at auction, but for making advances to approved wool-selling companies and firms that in turn could advance to growers on wool of current or future clips stored in approved warehouses.

It is considered by the Australian grower that if control of the carry-over wool is not obtained in some such manner as indicated, it would be thrown upon the market, and the result would be that not only would there be no half-profits in which he would participate, but that the clip for some years to come would be almost unsaleable.

The formation and objective of the association has been approved of by the Australian Government and is now under the consideration of the Imperial authorities, whose concurrence in the scheme is also anticipated.

With the exchange on Australia so greatly in favour of the United States and to a lesser extent in favour of Canada—combined with adequate transportation facilities—it was considered that both countries would take early advantage of the financial situation by purchasing largely at the recent auction sales, but in this regard buyers for North American mills and Australian wool-selling companies have been both surprised and disappointed at practically no demand except for comparatively diminutive quantities of high-class merinos.

The mail closes with a dead market and a rather apprehensive outlook, but also with the ardent hope of those interested that the proposed new association will soon be formed and that much desired life will thus be galvanized into the trade.

JAPANESE PURCHASES OF LOW-PRICED UNITED STATES GOODS

(British Board of Trade Journal)

H.M. Consul at Jacksonville states that in his territory, as in other parts of the country, all the articles comprising the principal lines of manufacture are being sold at below their cost of production. This applies particularly to cotton, lumber, rosin and turpentine. One of the most striking instances is afforded by a large shipment of cotton, which was sold in Japan, and which should have been shipped some six months ago. For various causes shipment was postponed and the consignees refused to accept the cotton, although they had paid for it. In order to adjust the matter they sent a Japanese to make such arrangements as he could. This Japanese representative states that commercial men in Japan have begun to realize that manufacturers in the United States are selling many articles at less than cost, and that Japanese importers have decided, therefore, to buy in the largest quantities which their means afford and credit will permit, in the belief that within a reasonably short time the articles may regain their normal values.

IMPORTS INTO JAMAICA, 1919

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, January 10, 1921.—The Customs Returns of Jamaica for 1919 which have been recently published show a large increase in the value of the imports into that colony. The total value of merchandise imported was £4,869,457. The imports have been steadily increasing during the last forty years, have doubled in the last ten years, and increased four-fold during the period.

Under the usual classification the figures for the last two years and for comparison those of 1913 were as follows:—

	1919	1918	1913
I. Food, drink and tobacco.. . . .	£1,721,158	£1,379,247	£1,224,389
II. Raw material or articles unmanufactured..	463,062	352,747	121,825
III. Manufactured, wholly or mainly.. . . .	2,683,921	1,642,935	1,488,666
IV. Miscellaneous, unclassified.. . . .	1,316	869	2,163
	£4,869,457	£3,375,798	£2,837,043

COUNTRIES OF ORIGIN OF THE IMPORTS.

The following statement, in the three important classes, gives the value of the goods imported from the United Kingdom, the United States and Canada:—

	1917	1918	1919
<i>Class I. Food, Drink and Narcotics—</i>			
United Kingdom.. . . .	£ 99,720	£ 56,385	£ 175,478
United States.. . . .	1,046,783	900,407	983,871
Canada.. . . .	201,846	287,708	472,167
Other countries.. . . .	75,303	134,747	89,642
<i>Class II. Raw Materials—</i>			
United Kingdom.. . . .	16,437	24,812	6,045
United States.. . . .	397,987	321,111	448,594
Canada.. . . .	758	5,317	4,693
Other countries.. . . .	2,930	1,507	3,730
<i>Class III. Manufactured Goods—</i>			
United Kingdom.. . . .	507,300	460,811	623,959
United States.. . . .	984,434	1,059,217	1,931,947
Canada.. . . .	20,753	32,293	51,731
Other countries.. . . .	42,782	90,613	76,284

INFLATION IN VALUES.

The very high figure reached in the imports was of course due mainly to the inflated value of merchandise, and added to this, goods coming from the United States were valued for duty plus exchange on New York. Some idea of the extent of the inflation may be seen in the fact that though the value of the import in 1919 (£1,875,171) was considerably greater than in the average four prewar years (£1,210,630) almost every item showed a less quantity than during the former period. Under ad valorem the value of goods entered exceeded by £1,049,055 the average value of the said prewar years; and though it is impossible to convert these figures into terms of quantity, it may be taken for granted that, as under specific duty, the quantities were less than in the prewar period.

GOODS IMPORTED UNDER SPECIFIC DUTY.

Of goods imported under specific duty, principally foodstuffs and raw materials, the bulk came from the United States, the value credited to that country in the two classes being £1,432,485, the major items of which were:—

Coal.. . . .	£163,661	Flour.. . . .	£474,723
Petroleum and naphtha.. . . .	135,956	Butter substitutes and lard . . .	48,010
Meats.. . . .	36,163	Fish.. . . .	53,421
Condensed milk.. . . .	52,806	Meal, rice and grain.. . . .	70,467
Oils, except petroleum.. . . .	64,987		

Canada supplied in these same classes goods to the value of £476,860, the chief of which were fish valuing £285,713, and flour £143,966.

Articles	1919	Articles	1919
Ale and beer... gal.	118,373	Oats... bush.	18,792
Bacon... lb.	32,280	Oils... gal.	1,671,409
Beef, W.S... brls.	577	Peas and beans... bush.	877
Bread and biscuits... lb.	14,076	Pork, W.S... brls.	2,819
Butter and substitutes... lb.	497,979	Rice... lb.	8,846,248
Candles, composition... lb.	14,323	Salt... lb.	11,127,350
Cheese... lb.	142,204	Soap... lb.	3,785,746
Corn... bush.	6	Spirits, brandy... gal.	960
Fish, dried, salted... lb.	5,930,617	Spirits, compounds... gal.	1,194
Fish, alewives... brls.	6,089	Spirits, gin... gal.	2,053
Herrings... brls.	35,816	Spirits, whisky... gal.	10,632
Mackerel... brls.	3,540	Sugar, refined... lb.	97,817
Salmon... brls.	531	Tea... lb.	60,509
Flour... brls.	223,648	Tobacco, leaf... lb.	54,446
Gunpowder... lb.	5,950	Tobacco, manufactured, and cigarettes... lb.	128,355
Hams... lb.	141,886	Wines... gal.	22,230
Lard... lb.	145,946	Wood, W.P. lumber... feet	509,980
Matches... gross	12,246	Wood, pitch pine... feet	4,713,514
Meal... brls.	18,262	Wood, shingles... No.	87,020
Milk, condensed... cases	25,608		

IMPORTS UNDER AD VALOREM RATE OF DUTY

The total value of the imports paying ad valorem duty—which is 16½ per cent—was £2,203,822. These were chiefly manufactured goods, of which the United States supplied £1,931,947, the United Kingdom £623,959, and Canada £51,732. Prior to 1917 the United Kingdom supplied the greater portion of the manufactured goods, but in that year the figure credited to the United States was greater and has continued so up to the present time. There is, however, in the year under review, some recovery noticeable in the case of the United Kingdom and a considerable improvement in the case of Canada. Some of the most noticeable increases in the last few years made by the United States were in cotton piece goods, motor cars and parts, apparel, boots and shoes, fish (canned), medicines and drugs. In cotton piece goods, of a total import of £846,559 the United States supplied £702,801, whereas in 1913 they supplied only £79,634. In medicines and drugs the supply coming from the United States was £43,648 out of a total import of £71,894. In motor cars and parts the United States practically had the whole trade, the import from other countries being negligible. In boots and shoes also, nearly the whole import came from the United States, the value credited to that country being £115,554. Of fish (canned) there was a larger import than usual valuing £44,274, the United States furnishing more than two-thirds, whereas in pre-war years the bulk of such goods came from the United Kingdom.

Articles	1919	Articles	1919
Apparel and slops....	£118,260	Grain and farinaceous preparations	9,489
Boots and shoes....	121,875	Haberdashery and millinery... }	52,346
Bicycles and parts....	2,068	Hats of felt... }	5,307
Carriages and parts... £13,683 }		Hats of straw... }	19,052
Motor cars and parts... 126,578 }	140,261	Hats, other... }	5,861
Chemicals... }	16,996	Jams, jellies, preserved fruit... }	4,811
Cordage and twine... }	7,547	Leather, undressed	
China and earthenware... }	17,282	dressed... }	£10,612 }
Cotton hosiery... }	33,300	other manufactures... }	2,768 }
Piece goods... }	846,559	Machinery, not steam, not agricultural... }	11,603
Cotton, other manufactures and threads... }	40,510	Medicines and drugs... }	71,890
Hardware... }	£90,819 }	Iron and steel manufactures... }	19,716
Cutlery... }	7,474 }	Nails, screws, rivets... }	11,953
Confectionery (including pickles, vinegar, sauces... }	17,687	Tin manufactures... }	11,913
Fish, canned... }	44,274	Musical instruments... }	8,884
Glass and glassware... }	9,314	Painters' colours and materials... }	21,512

IMPORTS FROM CANADA

The imports from Canada have improved in the last decade in greater proportion than those from any other country. During that period the imports from the United States have doubled, but those from Canada have increased over three-fold. For many years prior to 1909 the trade with Canada had to some extent remained stationary, and in fact rather tended to a decline. Since that year there has been much improvement; and yet the figure credited to Canada is perhaps less than it ought to be as some considerable portion of Canadian goods pass through United States ports, some of which are probably credited to that country. This appears to be the case with flour, as a considerable quantity is shipped through New York and Boston in fact, the Collector General on being addressed on the subject admitted that this was probably the case. There has been a slight improvement all round in quantity and value in the imports from Canada, more noticeable perhaps in fish and flour than in any of the other items, but there has also been an increase in manufactured goods.

The following table will show the quantity and value of the imports from Canada in 1919:—

Imports from Canada in 1919

Articles	Quantity	Value.	Articles	Quantity	Value.
Apparel.. . . .	.....	£ 158	Machinery— <i>Con.</i>		
Bags and sacks.. . . .	.....	176	Still and parts.. . . .	.....	£ 13,989
Bacon.. . . .lb.	327	37	Medicines and drugs ..	.....	5,712
Books, printed.. . . .	.....	117	Metals—		
Boots and shoes.. . . .	.....	130	Iron and steel mf. . .	.....	742
Bread and biscuits.. .	.....	35	Apparatus for gas		
Butter .. . . .lb.	80,868	10,108	works.. . . .	.....	1,264
Caoutchouc .. . . .	.....	1,153	Staples and nails		
Cement.. . . .brl.	2,551	3,129	(fencing) .. . . .	.....	121
Chemicals.. . . .	.....	334	Nails, screws, rivets ..	.....	3,004
Cordage and twine.. . .	.....	1,381	Nickel.. . . .	.....	1,515
Confectionery.. . . .	.....	1,122	Musical instruments.. .	.....	426
Cotton—piece-goods and			Oats.. . . .bush.	7,658	2,584
other.. . . .	.....	2,947	Oils—		
Cheese.. . . .lb.	23,648	1,774	Olive .. . . .	.....	56
Electric parts.. . . .	.....	76	Petroleum.. . . .	.....	30
Fish—			Naphtha and gasolene.	.....	5
Canned.. . . .	.....	4,937	Painters' colours .. .	.....	3,461
Dried, salted.. . .lb.	5,061,322	180,520	Paper—		
Pickled.. . . .brl.	8,480	150	Writing.. . . .	.....	639
Alewives.. . . .	4,463	16,625	Unenumerated.. . . .	.....	973
Herrings.. . . .	32,114	64,200	Provisions, unen.. . .	.....	110
Herrings, smoked .. .	14,452	361	Potatoes.. . . .bush.	1,944	3,091
Mackerel .. . .brl.	3,311	16,458	Ships and boats.. . .	.....	155
Salmon.. . . .	422	2,461	Soap, common.. . .lb.	17,400	125
Salmon, smoked .. .	15	1	Stationery, not paper ..	.....	961
Flour.. . . .brl.	51,335	143,966	Spirits—		
Glass, glassware and			Whisky.. . . .	.....	768
bottles.. . . .	.....	433	Compounds.. . . .	.....	32
Grain.. . . .	.....	148	Trunks and valises.. .	.....	496
Hardware.. . . .	.....	2,464	Wood—		
Hams.. . . .	.....	82	Furniture.. . . .	.....	243
Leather, dressed.. . .	.....	278	Hoops and shooks.. . .	.....	1,871
Manufactured.. . . .	.....	93	Other manufactures ..	.....	310
Machinery—			White pine, etc.. .ft.	237,504	2,197
Agr.: steam .. . .	.....	3,737	Wines—		
Agr.: non-steam.. . .	.....	32	Medicated .. . . .	.....	111
Non-agr.: steam.. . .	.....	504	Port.. . . .	.....	174
Non-agr.: non-steam..	.....	119	Brooms and brushes.. .	.....	160
Agr.: tools and im-			Motor cars and cycles..	.....	109
plements .. . . .	.....	218	Goods, unenu., mf. . . .	.....	651

FISH

There has been in value an increase in the total import of fish during the last decade. In quantity, however, there has been a decline, except in pickled salmon. Of codfish (dried and salted) the average annual import between 1907 and 1910 was about 10,000,000 pounds, and between 1915 and 1919 about 6,000,000 pounds. Pickled alewives have declined from 13,596 barrels, the average of the years 1915 to 1918, to

6,089 barrels. The quantity of pickled herring imported was about as usual. Smoked herring have been gradually declining over a number of years, the average of 1907 to 1910 being about 125,000 pounds as against 23,216 in 1919. Of pickled mackerel less is now being imported than formerly, though there was an improvement over 1918.

The following table will show the quantity and the value of some of the most important kinds of fish for the last two years:—

	Dried or Salted		Alewives Pickled	
	Quantity	Value	Quantity	Value
1919..	5,930,617 lb.	£211,525	6,089 brl.	£22,681
1918..	4,176,074 "	120,062	15,250 "	43,081
	Herrings Pickled		Mackerel Pickled	
	Quantity	Value	Quantity	Value
1919..	35,816 brl.	£94,017	3,540 brl.	£19,735
1918..	22,967 "	60,001	1,020 "	5,278

FLOUR

During the period from 1909 to 1919 the annual average quantity of flour imported was 247,724 barrels, but in the year under review it stood at 223,648. This was, however, an improvement on the actual figures of the two previous years, and the improvement is accounted for in the report of the collector of customs by a shortage in the cultivation of ground provisions in the colony. In 1913 it is to be noted, however, that 324,439 barrels of flour were imported, a falling away as compared with 1919 of about 100,000 barrels, Canada is each year supplying a little more of its flour. In 1909 the statistics credit her with 7,296 barrels; in 1913, 32,238; in 1918, 25,159; and in the year under review, 51,335 barrels.

MOTOR CARS

In the year which ended March 31, 1920, taxes were paid on 1,285 motor cars. The number shown by the register as liable for taxation was on that date 2,134. The value of the import for the year was £41,849, and for parts £84,833. In the last four years the value of the import of motor cars and parts amounted to £357,767. More than three-quarters of this import was from the United States, Canada entering the trade in the last three years and supplying a small value in motor car parts. As the import is showing rapid increases it should be a tempting field for Canadian manufacturers of motor cars and accessories.

NOTES ON A FEW ITEMS

Cordage and Twine.—Canadian manufacturers do not appear to give the same attention in extending their trade in Jamaica in cordage and twine as in some of the other West Indian islands. The total import last year valued £17,283, of which Canada supplied only £1,382. In 1918, however, Canada was credited with £3,571. The import from Canada has hardly exceeded 10 per cent in any year. The same remarks apply equally to brooms and brushes, only a small quantity coming from Canada. The trade is capable of extension, as the total import has for several years averaged about £2,500.

Cement.—Of cement the import is quite large, averaging about £25,000 a year. Only once has Canada appeared in the statistics—in 1918, with £1,820 to her credit.

Condensed Milk.—The quantity of condensed milk required to be imported each year is considerable, averaging over £50,000 in value. In former years most of this milk came from the United Kingdom and was probably Anglo-Swiss; a great deal also came from Germany. In recent years Norway has supplied some of this milk, and now the United States probably takes first place. Up to the present time there has been hardly any condensed milk coming from Canada, as probably no effort has been made to introduce it, as it would require special advertising, foreign brands being known in the market, and those of the United States. Condensed milk is a large import into the West Indies, and values annually considerably over £100,000.

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

V

Timber

The lumber world generally has very little idea of the great wealth contained in the forests of Mexico. It is estimated that the area of first-class timber lands is some 25,000,000 acres. Much of this has not even been surveyed, so that it is impossible to arrive at a reliable estimate of Mexico's total timber wealth. Lumbering operations, interrupted by the revolution, are now getting under way again, new and enlarged mills are being erected, and it is certain that the lumber industry of the country is on the eve of great developments, not only in valuable tropical hardwoods but in pine and spruce.

The following are some of Mexico's most valuable woods:—

Pine and spruce.—Pine and spruce forests occur in *las tierras frias* of central and northern Mexico at heights of from 8,000 to 12,000 feet above sea level, particularly in the States of Durango, Chihuahua, Jalisco, Michoacan, and Guerrero. In one section of the State of Durango, a recent survey proved over five billion feet of commercial pine and spruce comparing favourably with similar timber in the United States and Canada as regards quality, diameter, and extreme length of clear body. Another tract in the northern part of the state estimated at over 4,500,000 acres, is said to contain ten billion feet of the same quality of timber. Two mills in Durango shipped nearly 20,000,000 feet in 1917, while the output of the whole State for 1919 has been estimated at 2,500,000 feet monthly of sawn lumber.

Cedar.—*Palo amargo* or Mexican white cedar is found all over north-western Mexico. It is similar to Douglas fir in texture, but does not grow as large or as straight and is used for shipbuilding. Mexican red cedar is of an even grain, long and clear of knots, and is used extensively for lead pencils and cigar boxes. More than \$1,000,000 worth of cedar logs are cut annually.

Mahogany.—The production of mahogany amounts to an average yearly value of \$600,000, for the most part cut in the States of Chiapas, Tabasco, Vera Cruz, and Campeche. The largest mahogany operator is a Montreal lumberman who is now commencing operations after five years' suspension owing to the revolution. There are immense mahogany resources in Mexico yet untouched.

Ebony.—Found all along both the Atlantic and Pacific coast, but large trees with sound hearts are getting very scarce.

Logwood.—Found in large quantities down the west coast of Mexico, and a well known decay-resisting species. The United States imported in 1917 some 22,000 tons of Mexican logwood and over 2,000 tons of other dyewoods.

Rosewood.—Another decay-resisting wood found in western Mexico, and well adapted to construction of all kinds where strength and durability are essential.

Lignum-vitae.—Very plentiful on the western coast, and regarded as one of the hardest and most reliable of Mexican woods.

Zapote mamey and zapote chico.—One of the most valuable varieties of Mexican hardwoods. The smaller variety supplies a sap which is the chicle of commerce. The wood resembles walnut in appearance, takes a beautiful finish, and is commonly used in Mexico for the finest furniture. Zapote chico has been found superior to oak for piling construction, and appears impervious to all forms of moisture and insects.

Other woods.—There are many other varieties of Mexican woods unknown to foreigners, but which are much prized by the Mexicans for furniture and other uses, such as zapotillo, a beautiful white wood used for interior decorating; granadilla, rich reddish brown in colour with dark wave-line markings and used for furniture; maccaya, resembling hickory and used much by the Indians for wagon work; meuto, trucha, amapa blanca—heavy woods considered as reliable shipbuilding materials.

Manufacturing

Mexico possesses the necessary raw materials for nearly every branch of industry, but, except for the shoe, textile, and tobacco factories and breweries, there has been little manufacturing development. In the fiscal year ending 1913, the total value of Mexico's exports of manufactured goods was less than \$1,700,000. In the lines mentioned, however, Mexico has attained a considerable development compared with some other Latin-American countries.

Textile Industry.—The Mexican Government returns for 1913 show that in that year there were in actual operation 118 cotton manufacturing plants, consuming 32,821,205 kilos of cotton. Their output for the year was 13,210,342 pieces of cotton prints or calicos and 2,849,480 kilos of cotton thread, with a total value of over \$27,000,000. There were in operation 752,804 spindles and 26,791 looms, while 32,641 operatives were employed in the industry as compared with 17,054 employees in the cotton textile industry in Canada in 1919. The city of Puebla is the greatest textile manufacturing centre of Mexico, producing a third of the cotton fabrics of the country and employing over 8,000 operatives. The capital employed in this industry is largely French and Spanish, while the technical managers are English. English textile machinery is usually installed. The Mexicans, both male and female, are said to make quick, intelligent cotton operatives, and to do excellent work, particularly under English foremen and managers. During the past year Mexican cotton mills have been working to capacity, supplying the local demand.

Tobacco.—The manufacture of tobacco has reached a high stage of development in Mexico. Cigars equal to some of Havana's best and cigarettes are made in Vera Cruz, Orizaba, Puebla and Mexico City, in factories equipped in the best and most modern fashion. During the fiscal year 1912-13, 431 tobacco factories produced over 16,000,000 pounds of cigarettes and over 75,000,000 cigars.

Shoe factories.—The shoe industry is a comparatively new one in Mexico. Some ten years ago an American shoemaker started a small factory in Mexico City. He is now turning out several thousand pairs of high-class shoes per week and paying handsome dividends to his shareholders. There are two large shoe factories in Mexico City and several small ones scattered through the Republic. Their products are equal in finish and durability to good imported shoes. Sole leather is made in Mexico, but the factories are importing most of their uppers.

Brewing.—The brewing of beer is one of Mexico's most flourishing industries. Monterrey, Orizaba, Toluca and Mexico City all have large breweries, which turn out a most excellent quality of beer. Most of the malt and hops are at present imported, although good results have been recently obtained in hop-growing experiments in some districts of Mexico.

Paper.—In the mountains near Mexico City there are two modern paper mills which are now supplying nearly the whole of Mexico with paper of all kinds. One of these mills—San Rafael—is even exporting newsprint to the United States. The writer spent several hours in the San Rafael paper mills and found that this plant was equal in most respects to the best paper mills in Canada. They were turning out sixty-four tons of newsprint per day as well as wrapping papers and cardboards of all sizes

and of many colours. They were manufacturing their own sulphite and mechanical pulp from their own extensive spruce standings, although they had imported a few carloads from British Columbia and the United States.

Other manufactures.—Mexico now manufactures much of the furniture used within the country. The writer has seen period furniture turned out in Mexican factories of Mexican hard woods that would bear favourable comparison with the very finest and most expensive furniture seen in the furniture salons of London and New York. Other articles manufactured in Mexico are wax matches, felt hats of excellent quality, silk goods, pottery, glass (very limited), lace blankets, leather goods.

MEXICO'S EXPORTS.

The following tables compiled by the National Chamber of Commerce of Mexico City give some details of Mexican exports for the fiscal years 1912-13, 1916-17 and 1918:—

Mexican Exports by Products (value in pesos).

	1912-13 Pesos	1916-17 Pesos	1918 Pesos
Mineral products.. . . .	189,648,870.56	156,526,409.15	213,932,342.32
Raw cotton.. . . .	68,350.00	947,647.80	12,465.00
Coffee.. . . .	11,263,701.00	17,289,028.45	6,796,047.44
Chicle.. . . .	4,341,873.00	2,584,741.89	4,661,878.63
Beans.. . . .	1,160,364.00	1,961,256.40	318,451.00
Chickpeas.. . . .	4,930,362.00	348,611.00	4,878,003.00
Guayule rubber.. . . .	7,234,576.00	775,289.59	2,473,028.75
Ixtle fibre.. . . .	3,646,441.00	3,099,320.42	3,521,719.10
Hard woods, mahogany, ebony, etc.. . .	2,093,271.00	1,724,736.50	1,471,562.07
Root of Jalapa.. . . .	109,939.00	21,723.00	65,125.22
Leaf tobacco.. . . .	1,002,611.00	1,038,609.20	315,908.00
Vanilla.. . . .	3,315,471.00	1,606,884.80	405,020.00
Other vegetable products.. . . .	583,771.00	123,986.20	104,018,114.47
Animal products.. . . .	19,842,830.00	19,254,816.42	19,569,701.44
Manufactured products.. . . .	3,345,265.00	3,484,233.95 }	4,866,085.02
Other products.. . . .	1,630,626.00	1,112,725.84 }	
Total.. . . .	254,218,321.56	211,900,020.61	367,305,451.46

Table of Mexican Exports in Pesos by Countries.

	1912-13 Pesos	1916-17 Pesos	1918 Pesos
Germany.. . . .	16,440,562.01	.....	.....
Austria.. . . .	7,000.00	.....	.....
Belgium.. . . .	5,151,249.16	.....	.....
*Canada.. . . .	3,142,581.	677,551.	664,790.
Spain.. . . .	2,182,827.00	2,000,180.05	1,655,411.40
Cuba.. . . .	1,727,877.78	1,774,090.54	3,029,169.55
United States.. . . .	223,520,739.58	230,062,223.74	350,074,345.24
France.. . . .	7,151,018.72	2,342,929.70	6,015.00
Great Britain.. . . .	31,147,030.71	15,106,771.30	4,372,626.91
Holland.. . . .	133,546.00	.....	.....
Italy.. . . .	93,517.00	70.00	.....
Japan.. . . .	275.00	9,932.50	251,393.62
Russia.. . . .	109,152.00	.....	.....
Sweden.. . . .	2,196.00	.....	.....
Switzerland.. . . .	.....	.....	.....
Other countries.. . . .	1,251,024.40	14,598,531.77	7,916,489.74
Total.. . . .	290,405,552.36	265,879,992.27	367,305,451.46

*The Canadian figures are in dollars for the Canadian fiscal year ending March 31.

UNITED STATES FOREIGN TRADE IN 1920

By JOHN A. COOPER, *Director, Dominion Bureau of Information, New York City*

New York, January 24, 1921.—During the calendar year of 1920 the United States did the largest foreign trade in its history, so far as money values are concerned. On the other hand, the excess of exports over imports showed a considerable decline. The comparison for the last two years is as follows:—

	1919	1920
Exports..	\$7,920,000,000	\$8,228,000,000
Imports..	3,904,000,000	5,279,000,000
Excess..	\$4,016,000,000	\$2,949,000,000

It is probable, allowing for the high prices which prevailed during the early half of 1920, that the increase in exports is only in dollars and not in quantities. The general feeling among exporters is that there was an actual decline in exports. This was quite marked in some months and less notable in others. December was a rather cheery month, the exports increasing, despite the fall in prices, from \$682,000,000 in 1919 to \$720,000,000 in 1920.

Notwithstanding all that has been heard in commission house circles and despite all complaints that the Government was not paying sufficient attention to export trade, the fact remains that the export trade of the United States is healthy and satisfactory. In 1913, the United States exports were only \$2,500,000,000. They were even less in 1914. They are now three times as large in value, and must be twice as large in tonnage.

On the other hand, despite the difficulty of securing goods in Europe, the total value of imports is the highest in the history of American trade. In 1913, 1914, and 1915, imports were less than two billion dollars a year. In 1919 they were four billion. In 1920 they have reached \$5,279,000,000.

These import figures indicate the power of the United States to absorb goods which other nations are willing to sell. With falling prices and decreasing ocean freight rates it would seem likely that the purchases by the United States of foreign goods are likely to continue large for some time. The buying power of the people is at a high point, despite the deflation which is proceeding gradually.

The year's results have surprised almost everyone. Perhaps the state of the public mind has been best expressed in this opening paragraph of an editorial in the *Journal of Commerce* (New York):—

"When our so-called favourable balance of trade declined in November, 1920, by something more than \$60,000,000, it was generally felt that the tide had turned and that subsequent months would witness a balance more in keeping with the ability of foreign peoples to pay for our goods and with what seems to be an unsatisfactory basis for further large shipments on a credit basis. However, such a belief seems now to have been ill-founded. In December our excess of exports rose to \$454,000,000, the largest of any month of the year, being about \$100,000,000 larger than in November and more than \$150,000,000 larger than in December, 1919."

An example of the variation from month to month, especially in imports, may be gathered from the following table giving the totals for each of the past twelve months:—

1920	Exports	Imports	1920	Exports	Imports
December..	\$720,000	\$266,000	June..	629,376	552,605
November..	676,706	321,181	May..	745,523	431,004
October..	751,728	634,098	April..	684,319	495,738
September..	604,686	363,290	March..	819,556	523,923
August..	578,182	513,111	February..	645,145	467,402
July..	651,136	537,118	January..	722,063	473,823

Though the United States foreign trade per capita is much less than Canada's, it must be said that the war has given an impetus to development which is striking. If the shipping policy of the United States works out as is now intended and if all the schemes for financing foreign trade have the effect which is expected, this expansion is likely to continue. Just how rapid this growth has been may be gathered from the following table covering the past twenty calendar years:—

Exports		Imports		Exports		Imports	
1920..	\$8,228,000	\$5,279,000	1909..	\$1,728,198	\$1,475,620		
1919..	7,920,425	6,904,364	1908..	1,752,835	1,116,734		
1918..	6,149,087	3,031,212	1907..	1,923,426	1,423,169		
1917..	6,233,512	2,952,467	1906..	1,798,243	1,320,501		
1916..	5,482,641	2,391,635	1905..	1,626,990	1,179,144		
1915..	3,554,670	1,778,596	1904..	1,451,318	1,035,909		
1914..	2,113,624	1,789,276	1903..	1,484,753	995,494		
1913..	2,484,018	1,792,596	1902..	1,360,685	969,316		
1912..	2,399,217	1,818,073	1901..	1,465,375	880,419		
1911..	2,092,373	1,532,931	1900..	1,477,916	829,149		
1910..	1,866,258	1,562,904					

Some of the critics argue that the United States cannot maintain its present rate of foreign shipments, because there is a limit of safety beyond which the nation cannot go in the extension of credit. This question is one which has been given much attention in recent months and promises to be a live topic for some time to come.

GOODS AND SAMPLES SENT TO FRANCE BY LETTER POST

The British Chamber of Commerce at Paris calls the attention of traders, through the *British Board of Trade Journal*, to the fact that considerable trouble, annoyance and loss of time is experienced by the recipients in France of letters, registered or not, containing, or supposed by the customs authorities to contain, goods of a dutiable nature, either samples or ordinary consignments of small quantities of merchandise. Any such packages or envelopes are held up by the postal authorities and handed over to special customs officials, who write to the addressees requesting them to call at a certain office for the parcels or envelopes in question to be opened in their presence with a view to the levying of duties, if any of the contents thereof are dutiable or subject to taxation. Needless to add that the offices in question are usually overcrowded and that considerable time is lost in making several visits with a view to getting possession of such letters or packages. Moreover, when such consignments of goods by letter post, registered or unregistered, are thus sent with a view to avoiding the duties due on same, a fine is often levied, which fine may be very heavy indeed on articles of even little value.

Traders are therefore cautioned to send all such consignments by parcel post with the usual customs declarations accompanying same subjecting them to proper customs examinations and to the proper duties on the said goods, unless it is a case of obvious samples of no saleable value whatever sent by sample post, open for inspection, and of a nature which, under no circumstances, nor even by an exaggerated conception of the regulations, can be considered by the customs officials as liable to duty; for, needless to say conditions in France at the present time are such as to render the severest application of existing regulations and fines possible on the least pretext, and if regulations are incontestably infringed, redress is now hopeless in the prevailing economic and budgetary crisis.

COMMERCIAL NOTES FROM NORWAY

COMMERCIAL AGENT, C. E. SONTUM

Norway's Trade Balance

Christiania, January 8, 1920.—The trade paper *Farmand* has published the following statistics (in millions of kroner) for the month of October, 1920. Based on figures given by the *Statistiske Centralbyraa* and on the average prices during the year 1918:—

	Oct., 1920	Oct., 1919	Sept., 1920
Imports..	190	241	195
Exports..	96	77	90
Excess imports.. . . .	94	164	105

The trade during the first ten months of the year stands as follows, in millions of kroner:—

	1919	1920.	Diff.
Imports..	1,944	2,195	+251
Exports..	525	894	+369
Excess imports	1,420	1,301	+119

"Farmand's" Price Index

The price index for the month of December shows a decline of no less than 49.7 points, namely from 499.3 at the end of November to 499.6 at the end of December. Generally speaking it can be said that the heavy fall in foreign exchange values has made all imports cheaper; at the same time this fall has also contributed to lower export quotations.

Money Market in Norway during 1920

Throughout the year the exchange question has drawn public attention to an unparalleled degree, and a number of efforts have been made on the part of the Government and the leading banks to bring about a stabilization in the Norwegian kroner, the deplorable fall of which in the world's markets has been the gravest question which our finances have had to face. At the worst (September 23), kroner was quoted at 26.60 against sterling and 7.63 against dollar. Subsequently there was a drop in the value of kroner owing to the Norwegian state loan contracted in the United States. A little later the exchange value for kroner against sterling settled at about 25, which gradually, though not continuously, rose to 23.53 during the first half of December.

In order to stabilize the unhappy movement in our exchange value, Norges Bank, on June 25, raised its rate of discount from 6 to 7 per cent. Although the effects of this step were not visible at the time or immediately afterwards, there is reason to suppose that, to a certain extent, it contributed to check the movement.

Shares and Loans during 1920

Owing to depression in the various trades and industries and the pronounced stringency of the money market, the quotations for shares and other securities have shown a decidedly downward tendency during the year. Broadly speaking, Norwegian shares have gone down by 30 per cent from January to December, and as far as shipping shares are concerned the drop within the same period may be put down at 50 per cent. Under these circumstances there has been a pronounced slackness in the promotion of industrial and other concerns; on the other hand the state and a large number of municipalities have appeared in the market as loan seekers for considerable amounts.

An Under-average Crop

The crops for 1920 have yielded a return which falls below that of an average year. This is chiefly due to the excessive rains during the summer, the detrimental effects of which have made themselves more or less felt on all crops. The hay crop in quantity is above that of an average year, but the quality is partially of an inferior character. The corn, potato, turnip, fruit and vegetable crops are all under normal.

The Timber Trade

The somewhat greater activity which, as a rule, makes itself felt in the wood market immediately after the turn of the year is not yet noticeable, but this eventuality having been anticipated by exporters, the situation is watched with unconcern. Prices rule almost firm, but the recent downward tendency of sterling in relation to kroner makes it highly unprofitable to exporters to sell their expensively bought stocks at the present time, and accordingly very few sales take place, except with a view to liquidation.

Pulp and Paper Market

Pending the settlement of importers' accounts, no demand of importance is to be expected for pulp and paper. Accordingly the market is quiet with prices ruling about firm. News is, however, quoted at kroner 900 to 950 f.o.b. No decisions as to a further restriction of the output have been made, but owing to water scarcity many mills have already had to run their machinery on a limited scale.

COMMERCIAL OUTLOOK IN JAPAN

The Commercial Counsellor to H.M. Embassy, Tokyo, reports that the general impression obtained from a perusal of the vernacular Press is that the situation has improved slightly in view of the gradual decrease of congested stocks and the more liberal attitude of the banks. One of the shrewdest financial men in Japan has stated, however, that contrary to the general opinion that the situation would be appreciably relieved about spring, he was inclined to think that the effect of the depression would be most keenly felt just then, and unless some big change occurred, such as active American purchases of silk, many large firms would be faced with the prospect of bankruptcy.

INCREASED TARIFF "COEFFICIENTS" IN FRANCE AND ALGERIA

The French Government, under powers conferred upon them, have recently taken action in the direction of further increasing customs duties by the issue of two presidential decrees, both dated 11th January and published in the *Journal Officiel* on 13th and 14th January respectively. They provide for increased "coefficients" on a number of important products, including varnish, cotton yarns and hosiery, tulle, woollen carpets, embroideries, hats, felts, and various kinds of furniture and chemical products; in a few cases (rough machine parts of certain kinds, etc.) the "coefficients" are reduced. The increased duties applicable under the decrees came into force on the date of publication, but goods proved to have been shipped to France or Algeria before the date of publication of the decrees are entitled to admission at the former rates. Complete translations of the decrees were published in the *British Board of Trade Journal* of January 20, 1921, which is on file at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, and may be consulted on application.

BUSINESS CONDITIONS IN ARGENTINA

Mr. B. S. Webb, Canadian Government Trade Commissioner in Buenos Aires, writes as follows under date of December 3, 1920:—

Business conditions in Buenos Aires have been unsettled for some little time past, though hardly serious enough to call for special mention in a report. The recent rapid rise in American exchange, however, has created a situation of which exporters in Canada should be advised as soon as possible, hence my cable. I might also mention that the publication of the figures regarding commercial failures during the month of November is also a factor which influences me. The liabilities in commercial failures during the first ten months of the year averaged \$3,000,000 per month; those relating to November amount to \$11,000,000.

The present position, as I understand it, is that importers' expectations have not been realized and the market is incapable of absorbing the goods which were ordered last fall and during the early months of this year. Most of these goods are now lying, uncleared, in the customs warehouses, which are full to overflowing. Importers naturally enough are on the lookout for any pretext for not accepting the drafts drawn on them, and in the case of Canada and the United States the cost of exchange is a very strong inducement. Most of the merchandise purchased from North America was ordered six or eight months ago when the American dollar was at par, whereas to-day American exchange is at a premium of 27 per cent. In the meantime production costs in the producing centres are falling rapidly, more especially in Europe, where costs are down 30 per cent to 50 per cent. The opinion of leading financiers in this Republic is that the cost of American exchange will decrease and tend to return to normal during February or March of next year, and importers who have been caught by the rise are putting off the acceptances of their obligations until that time. Representatives of manufacturers who have already sold and shipped generally recognize that no good results can be obtained by attempting to force importers to pay drafts at a ruinous rate of exchange, and arrangements, postponements, etc., are the order of the day.

The experience of one manufacturers' representative might be quoted as typical of that of many. This gentleman sells heavy chemicals, turpentine, resin, etc., for account of American exporters, and whilst he informs me that his clients are all first-class houses, not one of them has during the past two months taken up a sight or time draft as drawn; in each case there have been delays, postponements, extensions, etc., but with the exercise of tact and patience all accounts have been satisfactorily arranged and not one cent has been lost.

In my cable of December 3 [see *Weekly Bulletin* No. 880, p.1720] I recommended manufacturers who have not sold to insist on cash against documents in Canada, as this is the only safe basis during these abnormal times.

INCREASE IN PRIVATELY-OWNED RAILWAY AND TRAMWAY FARES IN ITALY

Miss T. Calderini, Office of the Canadian Government Trade Commissioner, Milan, writes:—

The Italian Ministry of Public Works have granted a new living allowance to be divided equally among all employees of the privately-owned railways and tramways of Italy. Owing to the critical financial position of these companies, due principally to the prohibitive prices of fuel and railway stock, coupled with this new living allowance (the cost of which will approximate 100,000,000 lire annually) an increase in fares has been granted.

DEVELOPMENT OF TRADE RELATIONS BETWEEN CANADA AND NIGERIA

A report on the Development of Trade Relations between Canada and Nigeria has been recently issued from the Customs House, Lagos, Nigeria. Included in this document are chapters on imports from Canada; promotion of trade between Canada and Nigeria; shipping; currency and banking; and posts and telegraphs. The appendices contain tables of freight rates from Montreal, New York, and United Kingdom ports to the west and southwest coast of Africa; sections on barter, the spirit trade, crops and commercial products, and a list of prohibited imports; and two features of special value to Canadian manufacturers—a list of British addresses and local branches of European firms in Nigeria; and a series of comprehensive notes on the articles and commodities that are included in the import trade of Nigeria. The following paragraphs are taken from the report:—

STATISTICS OF IMPORTS FROM CANADA

It is regretted that it is not possible to furnish the Canadian Government with statistics of imports originating in Canada and exports finally destined for Canada. The Nigerian statistics do not show the country of origin in the case of imports, or the country of final destination in the case of exports, as the public in Nigeria are not in a position to furnish complete information for this purpose.

In the case of imports, the country of consignment is shown, and in the case of exports the country of shipment.

As regards imports from America, with few exceptions merchants obtain goods through the New York commission houses, and although some of the goods are Canadian made—for example—a number of the Ford cars imported and their spare parts—the goods are consigned from the United States of America; but it is likely that Canadian productions come via Liverpool as well.

The following table shows consignments from Canada to Nigeria for each of the years 1912, 1913, 1918, and 1919:—

Article	1912 £	1913 £	1918 £	1919 £
Cutlery . . . . .	.....	.....	.....	20
Earthenware . . . . .	.....	.....	.....	3
Flour	846	234	.....	—
Furniture . . . . .	.....	.....	.....	537
Goods, untd. manufactured . . . . .	.....	2	.....	—
Hardware . . . . .	.....	.....	.....	178
Hats . . . . .	.....	.....	.....	4
Iron manufacture, nails, etc. . . . .	.....	3	.....	—
Packages	178	278	.....	—
Provisions, other sorts	823	2,104	.....	—
Wood and timber, dressed	489	36	226	—
“ “ rough	56	283	.....	—
	<u>2,392</u>	<u>2,941</u>	<u>226</u>	<u>742</u>

PROMOTION OF TRADE RELATIONS BETWEEN CANADA AND NIGERIA

The promotion of trade relations between the Dominion of Canada and the West African colonies, especially Nigeria, is one of the matters to which attention has been given.

It was recognized before the war that Liverpool merchants connected with West Africa did a substantial transit trade in goods from America required for this market, but that that trade would in time pass direct from New York, and that there were great advantages to be gained by attracting to these markets Canadian manufacturers and merchants, especially as a competing market for our produce was much needed.

It appeared that Nigeria, with its special capacity for production of raw materials, its favourable geographical position and its growing population, numbering already over sixteen millions, provided with facilities for rapid handling of shipping and an adequate transport system, by stimulation of the people could supply advantageously, in exchange for manufactured goods, tropical raw produce, in rapidly expanding volume, to meet the needs of the United Kingdom and Canada, where British factories in increasing numbers are being established.

The report of the Royal Commission on Trade Relations between Canada and the West Indies appeared to show that, while the promotion of close trade relations between those colonies and Canada was important, the securing of trade relations between Canada and West Africa and the development of these markets, although more distant, were matters of no less importance. Halifax is nearer to West African ports than New York, but farther from the West Indies; the West African ports are no more distant from Canada than the ports of Brazil, from which Canada must draw raw materials not procurable from the West Indies, which can be supplied by Nigeria, and this country supports a rapidly increasing population nearly eight times as great as that of the British West Indies (including British Guiana and British Honduras), where development is dependent largely on immigration and restricted by the small and slow growth of population.

The British West Indies (including British Guiana and British Honduras) consist of eight groups of small colonies, all with varying tariffs and trade laws, some of them nearly two thousand miles apart, and the combined area of all these scattered colonies is hardly one-third of the area of Nigeria. No complete system of federation is possible in the West Indies, and money for development purposes can more readily be obtained for Nigeria than for those colonies. Moreover, Nigeria lends itself more readily to development.

SHIPPING

Before the war special services of steamers were operated by Messrs. Elder Dempster & Company, Limited, and the Wermann Linie between New York and the West African ports, carrying chiefly kerosene, lumber and tobacco. Regular steamship communication between the chief Nigerian ports and Canada is essential to expeditious growth of Canadian trade with these markets, but it is equally important that the rates between these ports and some such centre as Toronto or Montreal should approximate those for carrying between these ports and the ports of the United Kingdom, as this would no doubt lead to establishment of branches in Canada by British merchants now engaged in the West African trade, an increased supply of Canadian manufactures to these places, and the establishment of Canadian firms in West Africa. It would popularize the service to fix special rates for Lagos, where so large a proportion of the trade is centred and shipping facilities are provided. In view of the fact that the Canadian Government operates the railway from Halifax to Montreal, this adjustment of rates should be possible.

TRADE DEVELOPMENT

During the war merchants in seeking for supplies naturally turned to the commission houses in New York, where it was possible to place orders for the large variety of goods needed for the West African trade. In one or two cases agencies have been established in New York, and in one case that has come to knowledge, the West African firm has recently bought up the commission house and established a branch in New York. British merchants would, however, probably prefer to deal with Canada, especially as the exchange in purchasing supplies is in their favour as compared with the United States of America, but regular communication between Canada and the principal ports of Nigeria is essential.

Kerosene and leaf tobacco give New York a considerable outward tonnage, and the New York commission houses are as useful in the West African as in the West Indian trade, for the West African trade requires a miscellaneous assortment of goods, and the small trader needs an agent to buy and sell for him.

Canadian exporters can find buyers in this country for much larger quantities of all the lines of trade, which they supply to the West Indies, it will be for them to make the efforts and display the enterprise needed to induce the educated portion of the community to seek after their wares, and so to stimulate the desires of the illiterate inhabitants for their manufactures.

It will be in the interests of manufacturers, who require raw materials from Nigeria, to establish trading posts stocked with miscellaneous African trade goods in demand by producers at the centres throughout the country to which the produce collected is brought. The cash in circulation is inconsiderable having regard to the population, barter still prevails in many centres, and for many years some of the markets in Nigeria will remain practically barter markets.

Manufacturers will secure direct orders for goods by judicious distribution of fully illustrated catalogues, in which c.i.f. prices should be quoted in sterling, not in dollars and cents. Catalogues should show distinctly on the covers and on each page the date up to which prices hold good. Simple directions should be given as to the placing of orders and transmission of remittances. Prompt attention to and execution of any orders will be necessary to secure repetition, as the Africans are cautious and will place trial orders.

There is already a large market for flour, fish, bread and biscuits, canned goods of all descriptions, peas, hardware, furniture, etc., etc. as a study of our imports will show. The building trade of this country offers immense possibilities. There is a great demand for shooks, etc., which Canada is well able to supply. In connection with development works, Government stores, for railways, harbours and public works generally, will be needed in increasing quantities, and should the Canadian Government establish a regular steamer service with moderate freights some supplies would probably be drawn from Canada. In connection with the development of land and river transport, motor cars, engines, machinery and spare parts of all kinds, lighters, river craft, ship building materials, etc., will be in great demand.

From the British West Indies through Canada this country will take rice and sugar.

The following note, made in connection with the business carried on by enemy firms in Nigeria before the war, may be useful to Canadian manufacturers:—

"Their main businesses were in Lagos, but agencies were established at Kano, Lokoja, Calabar, Opobo, and other places. Their stocks consisted of a large variety of carefully selected samples and catalogues. The managers were experts at this class of business, and they booked very substantial orders from Syrians and Africans. The customer selected his goods, placed his order, and made a small deposit, and the goods were forwarded to the bank with a bill of exchange for collection from the customer, but the local agent of the firm frequently took over the bill of exchange from the bank and allowed the customer to receive the goods on credit.

"It seems important that this class of business should be in British hands and kept distinct from other undertakings, for it is by means of such goods that the primitive markets are opened up, and it is desirable that extension of trade amongst the Africans should be carried out by British traders and British goods.

"The goods, of which a large variety of samples were kept, consisted of cheap articles, produced chiefly in Germany and Austria. Such goods are required to tempt the fancy of the producers, and are essential to the extension of trade in Nigeria. British traders should meet this demand, in order to procure the more lucrative trade which must result from doing so, and some arrangement is required to induce British manufacturers to produce in cheap lines such goods as beads (imitation coral and glass), brass ornaments, pipes (clay and wooden kept in sample stands), suitings, padlocks, crockery, bangles (glass and metal), walking sticks, umbrellas, thread, spoons

and forks, ready-made coats, handkerchiefs, lamps, enamelled goods, musical instruments, deck chairs, Bentwood furniture, purses, trumpets, imitation jewellery, belts, mirrors, combs, hair brushes, riding whips, clocks and watches, fez caps, knives, hosiery (singlets), etc. These goods were got up to catch the eye and in forms pleasing to an illiterate people.

"The managers and the principals of these commission agencies advertised their desire to please and simplified the purchase of goods in every way possible. They sought after the things pleasing to the customer, and every care was taken with the smallest orders, which were carried out promptly. The invoices were made out in a simple form showing every charge plainly, and every endeavour was made to please the customer. If an order could not be executed at once a written explanation was given and further orders solicited. The customer is pleased by such attention, and the business I am sure was most lucrative."

It is clear that, if Canadian manufacturers systematically cultivate these markets, there will be ample outward cargoes for a regular line of ships at frequent intervals, even though operations are confined at first entirely to Lagos and Port Harcourt, where arrangements might be made for coaling the ships provided.

The Palm Kernels (Export Duty) Ordinance, 1919, impose a duty of £2 a ton on kernels exported from Nigeria, but where kernels are exported to a port in any part of His Majesty's Dominions, a bond in lieu of paying duty may be given, which becomes null and void on production of a landing certificate to the comptroller of customs.

Tin ore exported to the United Kingdom or a British possession to be smelted is exempt from an additional export duty equal to 50 per cent of the maximum royalty payable where tin is exported to a foreign country.

Canadian merchants by the above arrangements should be at a distinct advantage compared with their American competitors.

CURRENCY AND BANKING

Accounts are kept in sterling. A note on the native currency in use and Proclamations and Orders in Council relating to currency are included on pages 478-487 of the volume of Trade and Customs Laws, which is transmitted with this report. The importation of coin which is not legal tender is prohibited.

The weights and measures in common use at European trading centres are those of the United Kingdom.

The Bank of British West Africa and the Colonial Bank afford banking facilities in the principal trading centres. There is room for further banking activities in Nigeria, and the Royal Bank of Canada, the Bank of Montreal, the Canadian Bank of Commerce, and the Bank of Nova Scotia will probably find it advantageous to extend their operations to these colonies, and to induce their Canadian friends to give attention to these markets, especially those connected with the West Indian trade. The cost of establishment is increasing as time goes on and development works are extended.

Copies of this Report on the Development of Trade Relations between Canada and Nigeria are on file at the Library of the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, and may be consulted by interested Canadian manufacturers. The section entitled Notes on the Import Trade of Nigeria will be printed in the next number of the *Weekly Bulletin*.

DEFERRED AUSTRALIAN CUSTOMS DUTIES

ASSISTANT TRADE COMMISSIONER C. HARTLETT

Melbourne, Australia, December 20, 1920.—In the new Australian customs tariff which came into operation on March 25, 1920, provision was made for higher duties to be paid on certain goods from January 1, 1921.

It is now announced by the Minister of Trade and Customs that, as Australian manufacturers of the goods are not yet in a position to meet the full requirements of the local market, it has been decided to allow the present rates to continue, in some cases until July 1, 1921, and in others until January 1, 1922. In the opinion of the minister there are indications that by the time at which the proposed duties will come into operation, the industries concerned will be in a position to meet local requirements. The following schedule indicates the goods concerned and when the deferred duties will come into force:—

DEFERRED UNTIL JULY 31, 1921

Horse hay rakes, mowers, metal parts, n.e.i., of horse hay rakes and mowers.

DEFERRED UNTIL JANUARY 1, 1922

Iron and steel, plate and sheet (plain), exceeding one-sixteenth of an inch in thickness, hoop iron and steel, carbonate and bicarbonate of soda, soda silicate, metal cordage (including cordage of metal with core of other material), sporting powder, wads for cartridges, n.e.i., percussion caps, cartridges for military purposes, detonators, empty cartridge cases capped or uncapped, fuse cotton and electrical mining fuses.

At present the above-named goods are admitted at low rates, but when the new duties are levied they will be raised to practically 50 per cent, with a preference of 10 per cent on those from the United Kingdom, which, if given effect, will obviously have a marked bearing upon importations from all sources.

It is possible that when the debate on the tariff commences at the next session of the Commonwealth Parliament (March or April, 1921), at least some amendments may be made in the schedule of duties as now collected.

REDUCED CUSTOMS DUTIES FOR AUSTRALIAN MANUFACTURES

Included in recent by-laws, issued by the Commonwealth Department of Trade and Customs, Melbourne, the appended list of articles and materials, in many cases largely manufactured in Canada, may now be imported into Australia at greatly reduced rates of duty if used in the manufacture of specified goods within the Commonwealth. The effect of the by-laws is to reduce the duties on the articles named, if used in the specified industries in the Commonwealth, from comparatively high rates to free entry if they are from the United Kingdom, and to 10 per cent if from all other countries, including Canada.

It must be distinctly recognized that the concessions in duty in the lines scheduled are made to encourage Australian industries. Guarantees to the satisfaction of the Department of Trade and Customs are given by the interested manufacturers that the goods so imported are used for the specific purpose indicated. On the other hand, similar importations in the ordinary way of merchandise are subject to the tariff rates of duty.

LIST OF ARTICLES UPON WHICH CONCESSIONS IN DUTIES ARE MADE

Felt wads for cartridges.
 Heads, limbs, eyes and wigs for doll making.
 Pompom machine for textile working.
 Clay rings and asbestos string for incandescent mantles.
 Pattern moulds for use in the manufacture of metal toys.

Chloride of ammonia for galvanizing.
Pith bodies for helmets.
Furnaces for annealing, case-hardening, tempering, and similar processes in metal working.
Plate eccentric screens for screening pulp, and Millspaugh's patent suction couch and press rolls, for paper finishing, cutting, and folding.
Rotary drying machines for sheep dip.
Coating attachment for photographic dry plate coating machine.
Forging machines for the manufacture of bolts, nuts, rivets, and similar materials in metal working.
Walnut veneers for pianos.
Diesel engines, one for each firm of engineers in Australia.
Copper sheets, 12 gauge, sizes 6 feet x 6 inches to 8 feet 4 inches, both inclusive, for boilers and vacuum pans used in the making of jam, sugar, condensed milk, and similar goods.
Copper circles, 6 gauge, from 4 feet to 10 feet 6 inches diameter, both sizes inclusive, used for boilers and vacuum pans in the making of jam, sugar, condensed milk, and similar goods.
Copper sheets, from 3 to 16 gauge, 4 feet by 4 feet and larger sizes, and copper circles, from 7 to 14 gauge, from 4 feet to 10 feet 6 inches in diameter, both sizes inclusive, for boilers and vacuum pans used in the making of jam, sugar, condensed milk, and similar goods.
Yellow metal circles, 4 feet and over in diameter and 1 inch thick, for condensers.
Braided wire for pneumatic rubber tires.
Hydraulic extrusion press for metal working.
Suspender fittings for apparel.
Pneumatic rivet-cutters for metal working.
Borax, red lead, bicarbonate of soda, boracic acid, saltpetre, ammonia carbonate, cobalt, potash, bicarbonate, calcined magnesia, whiting, and porcelain grinding balls for porcelain enamel.
Transformers for reducing electric current from 11,000 volts.
Rotary converters for transforming 3,000 K.W. alternative current to direct current.
Alternating and direct current switchgear for controlling current from transformers and rotary converters of capacity referred to above; for use in the manufacture of electrolytic zinc and by-products.
Braids or plaits for making hats or caps, and materials of all kinds used similarly to braids and plaits for making hats or caps, not more than 6 inches in width and not specifically mentioned in any tariff item.
Doubling and filling machines (also known as Universal Winding and Doubling machines) for winding silk or cotton from bobbins to quilts or small cops for use in the manufacture of woven smallware.
Banding, woven without trade mark or name, for boots, shoes and slippers.
Steam turbines.
Motion picture printers, for printing positive copies from film negatives.
Galvanized baths for galvanizing.
Nichrome wire for electric heating and cooking appliances.
Metal fittings for armbands.
Polishing bobs or wheels (textile) on hubs or otherwise, except polishers made of felt.
Locks, other than kit-bag locks, for bags and trunks.
Candle moulding machines, turbine centrifugal patent fat extractors, automatic soap presses, automatic power soap-cutting tables, automatic power soap-slabbing machines, continuous wicking self-fitting candle machines and packing and wrapping machines, combined or separate, for soap and candle making.
Bronze tubing (seamless) for gas regulating gauges for dental vulcanizing.
Cross boxes and staggered headers, for water tube boilers.
Brass, naval brass or Muntz metal circles over 2 feet 6 inches in diameter and one-half inch and over in thickness, for condensers.
Iron brass-cased rodding for trays and cash railway systems.
Pleating machines.
Bone, bone and black composition combined, bone and black horn combined, for shaving-brush handles.
Celluloid, shaped and drilled, for tooth-brush handles.
Flexible shafting for speedometers.
Wooden patterns, for use in the manufacture of petrol gas engines and suction gas engines.
Insulating paper and board, steel sheets containing silicon and manufactured for electrical purposes; empire cloth and oil silk for electrical appliances.
Brass wire for metal and other goods.
Nickel-plated tinned sheets for brush ferrules.
Carding and testing machines for marine fibre.
Diamond cutting and sawing machines and accessories.
Bulldozer forging machines for metal working.
Carbon paper coating machines, and typewriter ribbon preparing machines.
Wool wadding and slippers.
Sago flour for dextrine.
Carpet fasteners for vehicles.
Coral roses for jewellery.
Gas engines and electric alternators, direct coupled or for direct coupling, for Portland cement manufactures.
Dry colours (Lake pigments) for printing ink.
Embossing presses and plates for use with leather.
Carbon electrodes, 17 inches in diameter by 60 to 70 inches in length, including screwed nipples therefor, for steel production.

Resistance wire, being an alloy of nickel, copper and manganese, for electrical apparatus.
 Magnetic pulleys for sheep dip.
 Drilling machines (except radial drilling machines and vertical or upright drilling machines up to and including 15-inch centre) for metal working.
 Close jointed tubing over 1-inch internal diameter for bedsteads.
 Solid drawn tubes including liners, bent tubing and forked sides, not enamelpated or brazed for bicycles and motor cycles.
 Glycerine, crude and refined, for explosives.
 Lap-welded tubes over 3 inches in diameter (internal) for fire sprinkler systems.
 Jute twine and jute yarn for carpet and floor rugs.
 Rivet-making bars (Lomoor), ferrule tubing, mild steel tubes for reservoirs, wrought iron piping, brass sheets over 30 inches in width, copper sheets over 30 inches in width, steel plates (boiler quality), steel bars (boiler quality), steel plates (ship quality), Staffordshire iron plates, Netherton iron bars, Yorkshire iron bars, Wakefield lubricators, intensifore lubricators, copper tube plates, tee bars, planished steel plates, copper wrapper plates, copper back plates, superheaters (including headers and elements), flue tubes, gunmetal discharge valves, and blower valves, for locomotive manufacture.
 Millboard used in the manufacture of shanks, toe puffs, stiffenings, and similar articles for boots, shoes and slippers.
 Kraft browns not exceeding 30 pounds per ream of 480 sheets 20 by 30 inches, imported in reels from 8 inches to 31½ inches wide, the diameter of the reels to be not less than 18 inches, for paper-bag making.
 Kraft brown, in the flat, not exceeding 30 pounds per ream of 480 sheets, 20 by 30 inches, for paper-bag making.
 Sulphites, white and coloured, not exceeding 30 pounds per ream of 480 sheets, 20 by 30 inches, imported in reels from 7 inches to 62 inches wide, the diameter of the reels to be not less than 18 inches, for paper-bag making.
 Grease-proof paper, imported in reels from 8 inches to 31½ inches wide, the diameter of the reels to be not less than 18 inches, for paper-bag making.
 Grease-proof paper in the flat, for paper-bag making.
 Paper for paper patterns.
 Lace paper for cardboard and other boxes.
 Tissue paper for transfers.
 Insulating paper and board for electric appliances.

SOME COMMODITIES OF INTEREST TO CANADIAN EXPORTERS

In the preceding schedule of items of various goods—considered to be essential materials for the expansion of Australian industries—which are admitted on the payment of nominal duties, there are many lines of interest to Canadian manufacturers.

Attention may be directed, particularly, to various requirements of tubing and to millboard, kraft paper, sulphite paper, grease-proof paper and certain minor lines of paper which are, to a great extent, necessary in completing Australian manufactures.

DEFERRED DUTIES ON REAPERS AND BINDERS

Hitherto there has been no customs duty on reapers and binders if imported from the United Kingdom, but there have been no importations into Australia from Great Britain.

Under the general tariff, importations up to December 31, 1920, from all other countries are dutiable at 10 per cent.

The deferred duties on reapers and binders will become operative on and after January 1, 1921, when any from the United Kingdom will be dutiable at £6 10s. each, or 33 per cent net, while those from Canada and the United States (practically the only source of supply) will be increased from 11 per cent net to £10 each or 49½ per cent net whichever rate returns the higher duty.

These duties are imposed to encourage the Australian manufacture of reapers and binders, and—in their incidence—appear prohibitive. This line, in normal years, formed one of the largest items of value in the exportation of Canadian agricultural implements to Australia.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Business Conditions

Sydney, December 17, 1920.—Business has been dull during the last month owing to the tightness of money, and traders are buying as little as possible. Manufacturers complain of a dearth of orders, and unemployment, especially among unskilled trades, is very apparent. The seasonal conditions, which have been particularly good for the last six months, still continue excellent, although recent heavy rains in a portion of the wheat-producing districts have caused much damage to the crops. The fall in prices of many commodities still continues, but the process is a very gradual one.

Softwoods Afforestation in New South Wales

In view of the extreme shortage of softwoods in the state of New South Wales, the Forestry Commission is embarking on a vigorous policy of afforestation, which will be limited only by the extent of the suitable land available for planting and the financial resources placed at its disposal.

Initial operations have already been commenced on ten different areas, on which the conversion of inferior hardwood forests into conifers is proposed, and, with existing planting schemes, a total area of about 60,000 acres is involved, which it is proposed to afforest gradually with different varieties of softwoods. It has not, however, been found easy to obtain suitable areas for planting in accessible localities, as some of the most accessible lands are included in mining reserves, the development of which by the growth of forests is not viewed favourably by the Department of Mines.

Having in view the necessity for a careful selection of coniferous species, the importance of assuring future supplies of seed, and the acquisition of knowledge upon some of the problems of afforestation concerning species to be introduced to New South Wales, the commission has sent a trained officer on a tour of investigation to America and Europe.

The total value of timber imported during the year ending June 30, 1920—the bulk of which was softwood—was £1,497,974, and of timber exported (hardwoods) £182,970, representing an adverse balance of £1,315,004.

Stock Losses in New South Wales

With a surplus of pasturage and a harvest which in many districts exceeds anticipations, it is difficult to realize the amazing contrast with the conditions which prevailed before the drought broke up last June. But a grim reminder is to be found in the figures which have just been compiled by the New South Wales Government statistician, giving the stock statistics within the state as on June 30 last based upon a preliminary compilation.

During the year stocks diminished by no fewer than 8,500,000 sheep, 500,000 cattle, 74,254 horses, and 53,650 swine. The figures for the last two seasons may be summarized as follows:—

	June 30, 1919	June 30, 1920	Decrease
Horses.	722,723	648,469	74,254
Cattle.	3,280,676	2,858,753	421,923
Sheep.	37,381,874	28,890,040	8,491,834
Swine.	294,648	240,998	53,650

Record Price for Australian Greasy Wool

Although the Australian wool sales are dragging and a large percentage of the catalogued wools are passed in, there is a keen demand for anything of a very superior class. Thirty-two bales of wool were recently sold at the rate of 46½ pence per pound, which price exceeds all previous records for Australia.

Sydney Wool Sales

Wool auctions for the first half of the current statistical year have just been brought to an end. It has been the first test of an open market—with the exception of certain export restrictions to ex-enemy countries—since the close of the acquisition scheme, and the results to growers and the trade have only been satisfactory in so far as a small proportion of the season's clip is concerned. The outstanding features of the closing sales have been their irregularity. One day the market was depressed and the bulk of the offerings were passed in, and perhaps the next day the clearances were satisfactory. The demand, however, has been for superior wools only, and there has been ample evidence that buyers were only prepared to operate on that class of wool, medium and inferior grades being very depressed.

EFFECT OF DROP IN PRICE OF SILVER IN MEXICO

Owing to the great drop in the price of silver many of the old and larger mines in Mexico will be forced to close down, as at present prices production is unremunerative. The Government has various projects under consideration, including the reduction of taxation, and free coinage, but nothing has yet been done to meet the situation. With the closing down of the mines the smelters will also have to close in consequence of the shortage of metal shipments.

REVISION OF BRAZILIAN TARIFF

Mr. E. L. McColl, Canadian Government Trade Commissioner, Rio de Janeiro, writes as follows:—

“Discussion of the revision of the Brazilian tariff, which means a general reduction of 20 per cent, has been postponed until the next sitting of the Senate, which will probably be in May. This Bill, which has already passed the Lower House, will meet with very strong opposition when it comes before the Senate.”

PILFERAGE EVIL IN AUSTRALIA

The evil of pilferage on water fronts is world-wide, writes a correspondent of the *London Times Trade Supplement*, but nowhere is it more pronounced than in Australia. There are fifty-six insurance companies carrying on shipping insurance business in Australia. One of these companies, and by no means the largest, met claims for pilferage during the twelve months ended October amounting in the aggregate to £5,127 17s. The individual claims ranged from £900 down to a few shillings. It is difficult to believe that a traction engine imported from England could have been stolen from the wharf. But such is the case. As many as nine pianos have disappeared from a ship's cargo. In Brisbane only a few days ago a party of pilferers, on being disturbed, abandoned at the riverside a boat containing 25 drums of linseed oil and several cases of hardware.

FINANCING CANADIAN SHIPMENTS TO SOUTH AFRICA

ASSISTANT CANADIAN TRADE COMMISSIONER, P. W. WARD

Cape Town, December 30, 1920.—In view of the fact that Canadian exporters are unable, for the time being, to obtain "cash against documents," either in Canada, London or New York, with but few exceptions, the question of sustaining Canadian trade with South Africa, in regard to orders which manufacturers' agents here are able to book from houses in perfectly good financial standing, is a matter for serious consideration.

Other countries are now making financial arrangements with buyers here which will prevent their losing any available business, and it is very necessary that Canada shall not be behind other exporting nations in giving whatever facilities may be desirable to South African buyers at this time. The situation is critical as regards future trade, in that those countries who at this time make it possible for importers here to purchase from them, without added expense and continuous negotiations with the banks, are the ones who will secure the larger proportion of permanent trade, when conditions become more normal. This is quite natural, and is a condition which Canadian exporters should seriously take into account.

Canadian exporters to the South African market should arrange to overcome the present difficulty by altering the basis of payment from "cash against documents" to "sight draft at 60 or 90 days". By this means London and New York commission charges are saved in many instances, the exporter only waiting rather longer for his first returns from overseas shipments.

The average manufacturer's agent, representing Canadian exporters here, will safeguard his principals thoroughly if shipments are made on this basis. If the Canadian house has any reluctance in accepting an order from a South African buyer on such basis, the question of the latter's stability could be raised; but, in a general way, at least as far as the more prominent importers here are concerned, there would be little financial risk.

Canadian manufacturers shipping to this territory immediately should get into cable communication with their respective agents here, with a view to coming to some agreement along these lines, to tide over the present situation. This office would be glad to secure information and answer any inquiries from manufacturers in this connection.

In order that Canadian exporters may not lose whatever trade is forthcoming at this time because of the impossibility of securing cash against documents on the other side,—and I have evidence of quite an amount of business ready to go forward for certain Canadian lines—it is necessary that an arrangement of the kind here indicated should be entered upon.

PORT OF CONSTANTZA, ROUMANIA

Constantza is the principal Roumanian port on the Black sea. It is connected with Bucharest by railway, which crosses the Danube by one of the longest bridges in the world. This bridge was damaged during the war, but trains are being run across on pontoons. The town of Constantza has a population of about 30,000, and is a popular seaside resort. The port is well equipped with oil tanks and grain elevators for handling the oil and grain products which are exported through this port. The illustration on front page shows steamers loading grain at the modern elevator which was constructed shortly before the war. After the Danube freezes and the ports of Braila and Galatz become closed to navigation, Constantza handles the bulk of the grain shipped from Roumania.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING FEBRUARY 2, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 2; those for the week ending January 26 are also given for the sake of comparison:—

		Parity.	Week ending January 26, 1921.	Week ending February 2, 1921.
Britain.. . . .	£	1.00	\$4.86	4.27
France	Fr.	1.	.193	.0801
Italy	Lira	1.	.193	.0412
Holland	Florin	1.	.402	.3740
Belgium	Fr.	1.	.193	.0839
Spain	Pes.	1.	.193	.1546
Portugal	Esc.	1.	1.08	.1145
Switzerland	Fr.	1.	.153	.1774
Germany	Mk.	1.	.238	.02
Greece	Dr.	1.	.193	.0845
Norway	Kr.	1.	.268	.2169
Sweden	Kr.	1.	.268	.2437
Denmark	Kr.	1.	.268	.2231
Japan	Yen	1.	.498	.5409
India	R.	1.	.342	.3142
United States	\$	1.	1.00	1.114
Argentina	Pes.	1.	.965	.8913
Brazil	Mil.	1.	.546	.1640
Roumania	Lei	1.	.193	.0155
Jamaica	£	1.	4.86	4.24
Barbados	\$	1.	1.	.88 to .91
British Guiana	\$	1.	1.	.88 to .91
Trinidad	\$	1.	1.	.88 to .91
Dominica	\$	1.	1.	.88 to .91
Grenada	\$	1.	1.	.88 to .91
St. Kitts	\$	1.	1.	.88 to .91
St. Lucia	\$	1.	1.	.88 to .91
St. Vincent	\$	1.	1.	.88 to .91
Tobago	\$	1.	1.	.88 to .91

TENDERS INVITED

South Africa—Irrigation Works

The Department of Trade and Commerce has received from Mr. P. M. Ward, Assistant Trade Commissioner for South Africa, Cape Town, notice of a call for tenders for a contract for the construction of two concrete dams at the Tarka River and Van Reynveld's Pass, Cape Colony. Among the main items to be considered in the above irrigation scheme are:—

- (1) Supply and erection of power stations.
- (2) " " " " cable ways.
- (3) " " " " quarry plant.
- (4) " " " " rock-crushing plant.
- (5) " " " " locomotive.

Sealed tenders marked "Tender for the supply and erection of power stations, cable ways, etc.," must be addressed to the Chairman of the Union Tender Board, P.O. Box 371, Pretoria, and must be in his hands by 12 o'clock noon on Friday, March 18 next. In order to allow Canadian manufacturers to have an opportunity of placing their tenders in at Pretoria by the date mentioned, the Assistant Trade Commissioner has secured the permission of the Director of Irrigation that Canadian manufacturers may cable their prices to the office of the Canadian Trade Commissioner, Westminster House, Alderley street, Cape Town, South Africa, and the Trade Commissioner will submit the same to the Union Tender Board.

Copies of the tender form and specifications are on file at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa (file No. 19607), and may be obtained on application by interested Canadian manufacturers.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

2702. Flour, salt meats, and manufactured goods.—A London firm who have a large connection among buyers on the West Coast of Africa are open to consider the appointment of a Canadian buying agent for the purchase of flour, salt meats, and manufactured goods.

2703. Packing house products.—A firm of commission agents desire to obtain the representation in Barbados for Canadian packing house products.

2704. Butter (cooking and table).—A firm of manufacturers' representatives in Barbados would like to have a Canadian connection for cooking and table butter.

2705. Flour.—A newly established firm of commission agents in Barbados, having Canadian connections, would like to secure the representation for a flour house.

2706. Canned goods.—A firm of manufacturers' representatives in Barbados wish to obtain a Canadian agency for canned goods, including fish and fruit.

2707. Feedstuffs.—A newly established firm of manufacturers' representatives, with Canadian connections, would like to secure the representation of a house supplying general lines of feedstuffs.

2708. Foodstuffs for Spain.—A firm of importers in Barcelona, Spain, desire to receive quotations for grain, flour, and other produce. Terms of payment offered are cash against shipping documents. First-class references given.

2709. Office furniture.—An important London company, with branches at Paris, Brussels, Buenos Aires, Valparaiso, and Santiago, are open to purchase Canadian office furniture, more particularly roll-top desks, revolving and tilting chairs, filing cabinets, and invite catalogues and prices c.i.f. London from Canadian manufacturers able to fill orders.

2710. Representation in South America.—Position as travelling representative in South America for Canadian firm is sought by returned captain of British Army; is a graduate of the University of Aberdeen, speaks Portuguese and Spanish fluently, and has had several years of successful commercial travelling in South America. Is at present employed by a well-known South American firm, and will furnish the best of recommendations upon request. Salary to be about \$10,000 per annum, plus expenses, plus a commission on sales.

2711. Export connections.—Two returned men, now carrying on a general export business in Vancouver, desire connections abroad for chief British Columbia exports, principally lumber products and canned salmon. Have already done considerable export business with England and Australasia and desire to extend to other countries. They are experts in the export business. Both have had long and creditable overseas service.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

To LIVERPOOL.—*Metagama*, C.P.O.S. Line, about February 9; *Canadian Navigator*, Canadian Government Merchant Marine, Ltd., about February 10; *Empress of Britain*, C.P.O.S. Line, about February 11; *Melita*, C.P.O.S. Line, about February 26; *Minnedosa*, C.P.O.S. Line, about March 3.

To LONDON.—*Batsford*, C.P.O.S. Line, about February 8; *Canadian Navigator*, Canadian Government Merchant Marine, Ltd., about February 10; *Bolingbroke*, C.P.O.S. Line, about February 28; *Grampian*, C.P.O.S. Line, about March 19.

To GLASGOW.—*Pretorian*, C.P.O.S. Line, about February 18; *Sicilian*, C.P.O.S. Line, about March 8.

To MANCHESTER.—*Manchester Shipper*, Manchester Liners, about February 12; *Manchester Corporation*, Manchester Liners, about March 4.

To SOUTHAMPTON.—*Scandinavian*, C.P.O.S. Line, about March 1.

To BELFAST AND DUBLIN.—*Melmore Head*, Head Line, about February 25.

To CARDIFF AND SWANSEA.—*Canadian Otter*, Canadian Government Merchant Marine, Ltd., about February 11.

To ANTWERP.—*Batsford*, C.P.O.S. Line, about February 8; *Scandinavian*, C.P.O.S. Line, about February 22; *Bolingbroke*, C.P.O.S. Line, about February 28.

To ROTTERDAM.—*Fanad Head*, Head Line, about March 5.

To HAVRE.—*Manoa*, Fracanda Line (Canada Steamship Lines, Ltd., agents), about February 12.

To HAMBURG.—*Fanad Head*, Head Line, about March 5.

To ST. JOHN'S (NFLD.).—*Manola*, Canada Steamship Lines, about February 12; *Manola*, Canada Steamship Lines, about February 28.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—*Harmodius*, Houston Lines, about February 25.

To AUSTRALIA AND NEW ZEALAND.—*Otira*, New Zealand Shipping Company, about February 15; *Canadian Planter*, Canadian Government Merchant Marine, Ltd., about February 26.

To EASTERN AND FAR EASTERN PORTS.—*Canadian Mariner*, Canadian Government Merchant Marine, Ltd., about February 23; *Hellenes*, Houston Lines, about February 25; *Croxteth Hall*, Ellerman-Bucknalls, about February 25.

To SOUTH AFRICA.—*Kaduna*, Elder-Dempster & Co., about February 28.

From Halifax

To PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Cunard Line, about March 7.

To NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about February 15.

To BRITISH WEST INDIES.—*Chignecto*, Royal Mail Steam Packet Company, about February 18.

To LIVERPOOL.—*Cassandra*, Anchor-Donaldson Line, about February 20; *Canada*, White Star-Dominion Line, about February 27.

To MANCHESTER.—*Manchester Shipper*, Manchester Liners, about February 12.

To GLASGOW.—*Cassandra*, Anchor-Donaldson Line, about February 20.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about February 8; *Rosalind*, Red Star Line, about February 20 (via St. John).

TO HAMBURG AND DANZIG.—*Poland*, Red Star Line, about February 11; *Gothland*, Red Star Line, about March 7.

RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO, AND BUENOS AIRES SERVICE.—*Canadian Victor*, Canadian Government Merchant Marine, Ltd., about February 20.

BARBADOS, TRINIDAD, AND DEMERARA SERVICE.—*Canadian Beaver*, Canadian Government Merchant Marine, Ltd., about February 9.

From Victoria.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Tyndareus*, Blue Funnel Line, about February 15; *Teucer*, Blue Funnel Line, about March 15.

From Vancouver, B.C.

TO ROTTERDAM, ANTWERP, LONDON, LIVERPOOL, AND HAMBURG.—*Eemdyk*, Holland-America Line, loading middle February.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Teucer*, Blue Funnel Line, about March 5.

TO AUSTRALIA AND NEW ZEALAND.—*Makura*, Canadian-Australasian Royal Mail Line, about February 28; *Waimarino*, Canadian-Australasian Royal Mail Line, about March 3.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, C.P.O.S. Line, about March 10.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about February 23.

TO SHANGHAI, HONG KONG, SINGAPORE, AND MANILA.—*Harold Dollar*, Dollar Line, about February 16.

PROPOSED TAXATION OF FOREIGN BANKS IN FRANCE

A Bill, imposing a tax on foreign banks established in France, has been laid before the Chamber of Deputies, says the *British Board of Trade Journal*.

The Bill provides, *inter alia*, that such banks shall be liable to a special tax of one per thousand on their capital and their reserves, and an additional tax of two per thousand on all transactions which they carry out in France.

REMOVAL OF BRITISH RESTRICTIONS ON CEREALS, FLOUR, ETC.

According to a cablegram from Consul General R. P. Skinner, London, dated January 20, 1921, and published in the *United States Commerce Reports*, the British commission on wheat supply has revoked from January 14, 1921, the order requiring importers of cereals, flour, meal, rice, and pulse in excess of 5 tons to report such importations to the commission on or before their arrival. It is desired, though not required, however, that notice shall still be given. Imports may now be made freely and dealt with without the permission of the commission. Controlled millers are still prohibited from paying more than the price fixed by the commission.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 89 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Gulana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighting, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs, 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyright Act. Cullers' Act. Electric Light Inspection Act. Gas Inspection Act. Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Lead Bounties Act. Patent Act. Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act. Timber Marking Act. Weights and Measures Inspection Act. Zinc Bounties Act.

PUBLICATIONS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
Chinese Markets for Canadian Products (1919).
Grain Inspection in Canada (1914).
German War and its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
List of Licensed Elevators, etc.
Patent Office Record (Weekly).
Report of the Canadian Economic Commission (Siberia), 1919.
Rules and Forms of the Canadian Patent Office.
Rules and Regulations made by Board of Grain Commissioners.
Russian Trade (1916).
Trade of South China (1919).
Trade with China and Japan (1914).
Trading with Spain (1920).
Timber Import Trade of Australia (1917).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom.
Toy Making in Canada (1916).
Weekly Bulletin containing Reports of Trade Commissioners and other Commercial Information.

REPORTS OF THE DOMINION BUREAU OF STATISTICS

I. Population:

Census: Report of Census of 1911:—
Volume II, Religious Origins, etc.
Volume III, Manufactures.
Volume IV, Agriculture.
Volume V, Forest, Fishery, Fur, etc.

Census—*Continued*.
Volume VI, Occupations.
Report of Census of Prairie Provinces, 1916.
Vital Statistics (pending).
Migration (pending).

II. Agriculture:

Monthly Bulletin of Agricultural Statistics. Annual Bulletin of Agricultural Statistics.

III. Industrial Census (Annual) as follows:

Dairy Factories.
Fishing.
Forestry—Lumber, Pulp and Paper, Sash and Planing Mills.
Mining, Metallurgical and Chemical Industries (pending).

Iron and Steel (pending).
Coal.
Central Power Stations.
General Manufactures.

IV. External Trade:

Monthly Report of the Trade of Canada. Annual Report of the Trade of Canada

V. Transportation:

Railways and Tramways.
Express.
Telegraphs.

Telephones.
Canals, Water Carriers, Navigation.

VI. Internal Trade:

Grain.
Live Stock and Animal Products.
Prices (pending).

Monthly Produce Bulletins.
General (pending).

VII. Finance:

Municipal Statistics (cities of 10,000 population and over).

VIII. Justice: Criminal Statistics.

IX. Education (pending).

X. Abstracts:

The Canada Year Book, 1919.

Bureau of Statistics Quarterly (pending).

XI. Annual Report of Dominion Statistician.

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE BRANCH

CANADA



Lucerne, Switzerland. The Building in the Centre of the Picture marks the Location of the British Dominions Products Exhibition, which is to be held from July 15 to September 30; those further to the Right are the Station and Post Office respectively.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

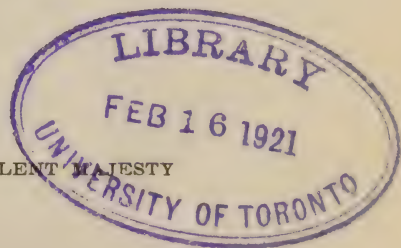


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WEEKLY BULLETIN

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Ottawa

Monday, February 14, 1921

No. 889

GENERAL APPLE MARKET CONDITIONS

J. FORSYTH SMITH, CANADIAN FRUIT TRADE COMMISSIONER

The United Kingdom

Liverpool, January 21, 1921.—The quantities of apples coming forward during the first two weeks of January, although of course less than those during the preceding three-week period, have shown no diminution in arrivals per week, and the quantities from Canada have increased relatively, to the total, so that the quantity from Canada was about the same as during the last three weeks of December. The total apple imports have been three times those of the corresponding period of 1920, and one-third more than those during the corresponding period of 1917. The proportion of shipments from Canada increased from 26 per cent during the last three weeks of December to 29 per cent during the period from January 1 to 15.

Naturally, the presence of heavier supplies on the market during the slack season of reaction after the Christmas trade has resulted in a very decided drop in prices. Thus, Ontario Starks No. 1 have ranged from 30s. to 46s., as compared with 37s. to 51s. during the last half of December; Ontario Baldwins No. 1 from 35s. to 52s., as compared with 40s. to 58s.; Ontario Golden Russets No. 1 from 39s. to 58s., as compared with 45s. to 64s.; Nova Scotia Baldwins No. 1 from 28s. to 48s., as compared with 34s. to 52s.; Nova Scotia Starks No. 1 from 30s. to 46s., as compared with 35s. to 47s.; and Virginia York Imperials from 32s. to 45s., as compared with 35s. to 62s. No barrelled apples have reached the maximum of 68s., and only a very few Golden Russets have sold as high as 60s. Another factor in producing a drop has been the seasonal deterioration, the proportion of slacks having increased, and many varieties being more or less out of condition. Baldwins and Golden Russets have shown signs of softening. Greenings have been badly bronzed, and Spies generally have been in very poor condition. Boxed apples have moved slowly, but have maintained their values, as they were already at a pretty low level. Oregon Newtowns alone, in a few cases, have reached the maximum.

BARREL APPLE VALUES

The following table gives the range of the principal varieties of barrel apples on the four chief markets of the United Kingdom during the first two weeks of January:—

Variety	Liverpool	Glasgow	London	Manchester
<i>Ontario Apples—</i>				
Starks 1.	30s.-40s.	30s.-46s.	35s.-45s.	30s.-32s.
Starks 2.	27s.-35s.	27s.-40s.	30s.-37s. 6d.	25s.-27s.
Starks Dom.	30s.	.....	.....	.....
Golden Russets 1.	40s.-58s.	39s.-45s.	40s.-55s.	.....
Golden Russets 2.	32s.-51s.	30s.-43s.	35s.-50s.	.....
Golden Russets Dom. . . . .	.....	.....	.....	.....
Golden Russets 3.	31s.	28s.-32s.	.....	.....
Spy 1.	30s.-45s.	35s.-45s.	.....	.....
Spy 2.	25s.-30s.	29s.-36s.	.....	.....
Spy 3. . . . .	.....	25s.-30s.	.....	.....
Baldwins 1.	35s.-50s.	37s.-52s.	40s.-45s.	.....

BARREL APPLE VALUES—*Concluded*

Variety	Liverpool	Glasgow	London	Manchester
<i>Ontario Apples—Con.</i>				
Baldwins 2..	30s.-43s.	29s.-46s.	37s.-40s.	.....
Baldwins..	29s.-33s.	.....	.....	.....
Wagners 1..	36s.-39s.	45s.	40s.	.....
Wagners 2..	.....	40s.	35s.-37s.	.....
Ben Davis 1..	30s.-42s.	30s.-37s.	35s.-45s.	32s.-34s.
Ben Davis 2..	25s.-36s.	24s.-34s.	30s.-35s.	27s.-29s.
Ben Davis Dom..	29s. 6d.	.....	.....	.....
Ben Davis 3..	25s.	21s.-28s.	.....	.....
Mann 1..	30s.	40s.	37s.-45s.	29s. 6d.
Mann 2..	.....	37s.	.....	25s.
Mann 3..	.....	25s.	.....	.....
Talman Sweet 1..	25s.-33s.	.....	.....	.....
Talman Sweet 2..	20s.	.....	.....	.....
Canada Red 1..	.....	40s.	.....	.....
Gano 1..	.....	36s.-42s.	45s.	.....
Gano 2..	.....	31s.-38s.	.....	.....
Gano 3..	.....	29s.	.....	.....
Cranberry 1..	.....	40s.	42s. 6d.	.....
Cranberry 2..	.....	37s.-38s.	40s.	.....
Cranberry 3..	.....	31s.-32s.	.....	.....
<i>Nova Scotia Apples—</i>				
Nonpareil 1..	40s.	.....	.....	.....
Nonpareil 2..	40s.	.....	.....	.....
Nonpareil 3..	27s.	.....	.....	.....
Spy 1.. (sl.)	20s.-28s.	.....	34s.-44s.	25s.-35s.
Spy 2.. (sl.)	24s.	.....	33s.-38s.	24s.-28s.
Spy Dom.. (sl.)	19s.-24s.	.....	31s.-33s.	23s.-28s.
Spy 3.. (sl.)	17s.-20s.	.....	27s.	20s.-22s.
Baldwins 1..	28s.-40s.	.....	40s.-48s.	34s.-38s.
Baldwins 2..	25s.-33s.	.....	33s.-40s.	30s.-37s.
Baldwins Dom..	20s.-29s.	.....	28s.-37s.	27s.-31s.
Baldwins 3..	21s.-26s.	.....	27s.-35s.	23s.-27s.
Starks 1..	27s.-35s.	.....	35s.-43s.	30s.-35s.
Starks 2..	25s.-32s. 6d.	.....	35s.-40s.	.....
Starks Dom..	24s.-31s.	.....	32s.-40s.	27s.-32s.
Starks 3..	18s.-23s.	.....	27s.-32s.	27s.
Golden Russets 1..	50s.-53s.	.....	46s.-60s. sl.	47s.
Golden Russets 2..	48s.-51s.	.....	43s.-50s. sl.	45s.-47s.
Golden Russets 3.. (sl.)	32s.-35s.	.....	35s.-45s. sl.	36s.-37s.
Mann 1..	24s.-27s.	.....	.....	32s. 6d.
Mann 2.. (sl.)	18s.	.....	.....	27s. 6d.
Mann Dom.. (sl.)	17s. 3d.	.....	.....	.....
Mann 3.. (sl.)	16s.	.....	.....	.....
Wagners 1..	.....	.....	46s.	.....
Wagners 2..	.....	.....	39s.	.....
Wagners 3..	.....	.....	28s.	.....
Fallawater 1..	.....	.....	37s.-41s.	35s. 6d.
Fallawater 2..	.....	.....	35s.-40s.	.....
Fallawater Dom..	.....	.....	37s.-39s.	.....
Fallawater 3..	.....	.....	28s.-33s.	.....
Ben Davis 1..	.....	.....	35s.-44s.	.....
Ben Davis 2..	.....	.....	32s.-41s.	.....
Ben Davis 3..	.....	.....	30s.	.....
<i>American Apples—</i>				
Virginia York Imperials..	32s.-48s.	32s.-45s.	35s.-45s.	.....
Virginia Albemarle..	43s.-51s.	.....	.....	.....
New York Baldwins..	28s.-34s.	.....	30s.-42s.	37s.-41s.
New York Ben Davis..	35s.-44s.	.....	30s.-40s.	30s.-33s.

Many of the apples whose price range is indicated above were more or less out of condition, and this accounts partly for the wide range given. No Nova Scotia apples were on offer in Glasgow during the period covered, except remnants from the ss. *Dunbridge* and *Canadian Voyageur*, disposed of in the main during the previous week.

BARREL APPLES—SPECIAL COMMENT

A considerable quantity of the Nova Scotia apples shipped to Glasgow ex ss. *Dunbridge* and *Canadian Voyageur* were transhipped by coast steamer to Manchester,

and sold there on January 4 and 6, the extremely low rates made in Glasgow for the portion sold on December 29 warranting the view that better prices would be paid in Manchester. The outcome did not sustain this view, the returns made at the latter point being much on a level with those at Glasgow.

The 6,919 Ontario apples ex ss. *Victorian*, Liverpool, January 5, 7, and 10, were in fair condition but of moderate quality, but prices were pretty well maintained as compared with the previous boat, the ss. *Megantic*.

The Nova Scotia apples ex ss. *Canadian Beaver*, Liverpool, January 7, 10, and 12, were also below the standard of quality though in satisfactory condition, and prices dropped several shillings below the values paid for the previous shipment ex ss. *Barrymore*, December 17. Thus, Baldwins No. 1 sold from 28s. to 40s., as compared with 39s. to 45s. for those ex ss. *Barrymore*; Starks No. 1 from 27s. to 35s., as compared with 35s. to 43s.; Golden Russets No. 1 50s. to 53s., as compared with 48s. to 58s. The drop in lower grades was even more marked, Baldwins No. 3 selling at 18s. to 26s., as compared with 25s. to 30s., and Starks at 18s. to 22s., as compared with 27s. to 37s. The Northern Spies were practically all slack and out of condition, selling at 20s. to 28s. for No. 1, as compared with 35s. to 37s. for those ex *Barrymore*.

The Ontario apples ex ss. *Empress of France*, Liverpool, January 10, 12, and 14, were sold at about the same prices as those ex ss. *Victorian*. A number of barrels were damaged by sea water en route, and were listed in the catalogues as "extremely wet."

The Nova Scotia apples ex the ss. *Canadian Carrier*, London, January 12, were generally in satisfactory condition and made values substantially better than those ex ss. *Canadian Beaver*, sold about the same time in Liverpool. Thus Baldwins No. 1 on this boat were sold at 40s. to 48s., as compared with 28s. to 40s. ex *Beaver*; Starks No. 1 at 35s. to 43s., as compared with 27s. to 35s.; and Golden Russets No. 1 at 46s. to 60s., as compared with 50s. to 53s.

The 5,182 Ontario apples ex ss. *Cassandra*, Glasgow, 14th, were all more or less frosted, and the Greenings especially were in very poor condition, fully 25 per cent of them being practically worthless. Prices of 20s. to 27s. 6d. were made at auction for over 100 barrels, and even these low values may be subject to revision owing to the probability of rejection on the score of mis-classification. The Spies and many of the Golden Russets were also in poor condition. The prices for the sounder fruit, however, were satisfactory, as compared with the Liverpool market at the same time. Thus Starks No. 1 sold at 43s. to 46s., as compared with Liverpool, 35s. to 40s.; Baldwins No. 1 at 37s. to 52s., as compared with 37s. to 49s.; Wagners No. 1 45s., as compared with 36s. to 39s.; Ben Davis No. 1 were a little and Golden Russets No. 1 substantially below Liverpool values, the latter, however, no doubt largely on account of condition.

BOXED APPLES

Boxed apples have continued in heavy supply and prices have continued very low. A very few Oregon Newtowns, extra fancy, have reached the control maximum, 23s. 6d., and these only on the London market, the general range for the best of this variety being from 19s. to 22s., while the fancy grade has sold at 16s. to 19s. and the "C" grade at 15s. to 19s. California Newtowns have sold in London at 17s. to 18s. for 4 tiers, and 18s. to 19s. for 4½ tiers. Very few have been on offer on northern markets, the range being from 16s. to 18s., the preference on these markets being for the 4-tier size. Jonathans, Rome Beauty, Spitzenbergs and Winesaps have ranged from 15s. to 18s.; Ortleys, extra fancy, from 17s. to 18s.; and Delicious, extra fancy, from 15s. to 16s. Nova Scotia and Ontario sent forward few boxed apples, and these were in most cases low-class varieties ranging in value from 8s. to 15s. A few Ontario Golden Russets No. 1 made from 17s. to 18s. Shipments from British Columbia have been present on the London, Liverpool and Glasgow markets, the values paid being, generally, unsatisfactory.

BOXED APPLES—SPECIAL COMMENT

About 360 boxes of Nova Scotia apples ex ss. *Dunbridge* and *Canadian Voyageur*, transhipped to Manchester from Glasgow, were sold on January 6 as follows: Spies (waste count, 4 and 5, i.e., in two sample boxes carefully gone over, there were respectively 4 and 5 unsound apples) No. 1 13s. 3d. to 13s. 9d., No. 2 11s. 9d. to 13s.; Wagener No. 1 15s. 6d.

A car of British Columbia apples ex ss. *Pretorian* sold in Glasgow, January 6, irrespective of sizes, as follows: Winesaps, Delicious, Badwins No. 1 16s.; Jonathans No. 1, 16s. 6d.; Rome Beauty No. 1, 15s. 6d.; Spitzenberg No. 1, 17s. 6d.; Salome No. 1, 14s.; slack lots of various varieties, 11s.

Some British Columbia apples ex ss. *Batsford* sold in London about January 8 at 18s. to 19s. for Jonathans and Winesaps No. 1. Some Ontario boxed apples, unwrapped, ex the same steamer, sold at very low prices, 12s. for Greenings, Baldwins, Spies and Kings, and 10s. for Ben Davis. Ontario Greenings ex ss. *Corsican* sold about the same time at 16s.

A shipment of some 13,806 boxes of British Columbia apples ex ss. *Empress of France* were sold in Liverpool on January 10, 12 and 14; 11,598 boxes of this shipment were from one consignee, and included besides such standard varieties as Winesap, Newtown, Jonathan, Wagner, Rome Beauty, a very miscellaneous collection of uncommercial varieties, such as Scot's Winter, Canada Baldwin, Seek, Mann, Ontario, as well as of varieties quite unsuitable for box-packing for this market, such as Ben Davis, Baldwins, Greenings, Starks, Blenheims and Ontario. Such a large proportion of varieties either unpopular, low-class or unknown to this market in the box pack, coming upon a market that was weak for even the best box apples, resulted in a return of most unsatisfactory prices, especially for many that arrived in poor condition.

A further great disadvantage was that all but one car were unwired, and that there was a large proportion of breakage, probably well over 1,500 boxes requiring the attention of a cooper, with resulting depreciation in value. The steamer had also met with very rough weather, and a number of boxes were damaged by sea water, and were listed in the catalogues as "Externally wet".

From the fact that the shipment contained so many varieties that should never be shipped to this country, and also that it was so largely unwired, in spite of shippers' realization of the need of such protection, it is evident that it could not originally have been intended for export, and it is to be regretted that the original intention was altered.

The following prices were realized: Ben Davis No. 1 9s. 9d. to 13s., mainly 12s.; Newtowns No. 1 (waste count 0-1-0-1-2), 138 to 163, 15s.; 175, 15s. 6d.; 113 to 125, 14s. 6d.; No. 2, all sizes, 13s. 6d. to 15s. Rome Beauty No. 1 (waste count 0-0-1-1-1), 138, 15s. 3d. to 15s. 6d.; 150, 15s. 6d.; 163 to 188, 16s.; No. 2, 138, 13s. 9d.; 150 to 175, 13s. 6d.; 188, 13s. 3d.; 200, 13s. Wagners (waste count 0-3-3-4-6) No. 1, 138, 14s. to 14s. 3d.; 150, 14s. to 14s. 6d.; 163, 13s. 9d.; 175, 13s. 6d.; No. 2, 138, 10s. 3d.; 150 to 188, 10s. to 11s.; 200, 9s. 6d. to 10s. 6d. Winesaps No. 1, 138, 13s. to 14s.; 163 to 188, 15s. to 16s.; 200, 14s. to 15s.; 213 to 216, 14s. 6d. to 15s. Baldwins No. 1, 88 to 120, 12s.; 138 to 188, 13s. 6d. to 13s. 9d. Russets No. 1, all sizes, 10s. 6d. Jonathans No. 1 (waste count 0-3-3-4), 125 to 138, 14s. 9d.; 150 to 163, 15s.; 175, 15s. 3d.; 188, 15s.; 200 to 213, 14s.; 234, 13s. 9d.; 252, 12s. 6d.; No. 2, 12s. Golden Russets No. 1, all sizes, 14s. to 14s. 6d.; No. 2, 13s. 6d. Cox's Orange No. 1, all sizes, 16s. to 17s. Scot's Winter No. 1 (waste count 3-3-5-5), all sizes, 11s. to 11s. 6d.; No. 2, 10s. 6d. Canada Baldwin No. 1 (waste count 0-3-6-7-12), all sizes, 11s. 9d. to 12s.; No. 2, 8s. to 10s. Starks No. 1, all sizes, 12s. 6d.; No. 2, 12s. 3d. Mann No. 1, 12s. 6d.; No. 2, 8s. Greenings No. 1, 12s. 6d.; No. 2, 8s. Grimes Golden No. 1, 10s. 6d.; No. 2, 10s. York Imperial No. 2, 12s. 6d. New York Wine No. 2, 11s. Ontario No. 2, 8s. 6d.

A small shipment of Ontario boxed apples ex ss. *Empress of France* sold in Liverpool on January 10 as follows: Golden Russets No. 1, 138 to 175, 17s. 6d.; Russets No. 1, 125 to 150, 15s.; Spies No. 1, wasty, 56 to 64, 7s.; 72, 8s.; 80, 8s. 9d.; 88 to 96, 9s.; Stark No. 1, 113 to 163, 9s. 6d. It is useless to hope to ship Spies of the large sizes above to arrive in good condition, especially at this season. Nor can the market use such large sizes to advantage in the box pack, even if they arrive in satisfactory condition. No size greater than 138 should be box-packed, and the best prices are paid for sizes from 150 to 175.

A small shipment of Ontario boxed apples ex ss. *Manchester Mariner* sold in Manchester, January 11, as follows: Spy No. 1 (waste count 4-5-6), 13s.; No. 2 11s.; Golden Russets No. 1 (waste count 4-6), 17s. 6d.; Baldwins No. 1 (waste count 7-6-9), 13s. 3d.

Ontario boxed apples ex ss. *Venonia* sold in London about January 11 as follows: Baldwins No. 1, 15s. to 16s.; Golden Russets No. 1, 17s. to 18s.; Talman Sweets No. 1, 15s.

A shipment of British Columbia apples ex ss. *Canadian Carrier*, London, January 12, sold as follows: Jonathans No. 1, 18s.; Winesaps No. 1, 17s.; Wagener No. 1, 15s. to 16s.; Stark No. 1, 15s.

Three thousand boxes of Ontario apples ex ss. *Cassandra* sold in Glasgow on January 14. These were a very inferior lot, all Domestics, and should never have been packed in boxes. The Domestic grade is never suitable for the box pack. They were all more or less out of condition. The Baldwins were wasty, the Greenings small and badly spotted, and the Spies in many cases had scarcely a sound apple in a box, and were sold to a jam factory. Prices were as follows: Baldwins, 9s. to 10s.; Kings, 9s.; Greenings, 12s.; Starks, 9s.; Wageners, 11s.; Phoenix, 9s.; Golden Russets, 12s.; Peewaukee, 9s.; Seeks, 10s.

WIRING OF BOXED APPLES

The high percentage of breakage among the unwired British Columbia apples ex ss. *Empress of France* illustrates again the vital need of this protection for export packages. If shippers could have viewed the indescribable scene of confusion and wreckage on the Liverpool docks when these apples were being landed, boxes and broken wood and loose apples strewn everywhere, they would probably have been converted, once for all, to a realization of the advantage of wiring.

VARIETIES UNSUITABLE FOR BOX-PACKING

In the discussion of the question of box-packing for Eastern apples at the meetings held in Ontario and Nova Scotia last summer it was pointed out that there was no special price-getting magic in the box pack itself, apart from the fact that it undoubtedly lent itself to superior grading and selection, and it was emphasized that a large part of the success of Western box packers on the export market was due to the fact that the West produced certain high-class attractively coloured varieties that were especially adapted to this pack. It was further stated that when the West sent forward low-class varieties the prices were frequently less than could be secured for the best barrel packs of the same varieties. Eastern shippers should study the values given elsewhere for the recent shipments of miscellaneous varieties from British Columbia ex ss. *Empress of France* for a striking confirmation of the views expressed.

BARRELS *vs.* BOXES

In view of the experimental nature of boxed-apple shipments from the eastern provinces, the following table showing the comparative prices of boxed and barrelled apples sold on the same market on the same day will be of interest:—

Variety	Market	Date	Barrels	Boxes	Barrel equivalent of box values
N. S. Wageners 1..	Manchester..	Jan. 6..	40s.	15s. 6d.	46s. 6d.
" Spy 1.....	Manchester..	Jan. 6..	25s.-28s.	13s. 3d.	39s. 9d.
" Spy 2.....	Manchester..	Jan. 6..	24s.-28s.	13s.	39s.
Ont. Greenings 1..	London.....	Jan. 8..	40s.	16s.	48s.
" Baldwins 1..	Liverpool....	Jan. 10..	46s.-47s.	10s.	30s.
" Spy 1.....	Liverpool....	Jan. 10..	25s. 6d.	7s. 9d.	21s.-27s.
" Starks 1.....	Liverpool....	Jan. 10..	25s.-34s.	9s. 6d.	28s. 6d.
" Ben Davis 1..	Liverpool....	Jan. 10..	37s.-42s.	9s. 6d.	28s. 6d.
" Ben Davis 2..	Liverpool....	Jan. 10..	30s.-36s.	8s.	24s.
" Baldwins 1..	London.....	Jan. 12..	44s.-48s.	15s.-16s.	45s.-48s.
" G. Russet 1..	London.....	Jan. 12..	55s.	17s.-18s.	51s.-54s.
" Baldwins Dom.	Glasgow.....	Jan. 14..	30s.-35s.	9s. 10d.	27s.-30s.
" Greening Dom.	Glasgow.....	Jan. 14..	30s.-32s.	12s.	36s.
" Gold. Russets Dom.....	Glasgow.....	Jan. 14..	30s.-35s.	12s.	36s.
B.C. Ben Davis 1..	Liverpool....	Jan. 14..	34s.-36s.	9s. 9d.-11s.	29s. 3d.-33s.
" Baldwins 1..	Liverpool....	Jan. 14..	44s.-47s.	12s.-13s. 9d.	36s.-41s. 3d.
" Starks 1.....	Liverpool....	Jan. 14..	35s.-39s.	12s. 6d.	37s. 6d.
" Starks 2.....	Liverpool....	Jan. 14..	27s.-35s.	12s. 3d.	36s. 9d.

Some low-class varieties of British Columbia apples are included in the above comparison, in order to show that even the skilled Western packing does not avail to bring for such varieties prices equal to the best barrel packs.

As far as the Ontario and Nova Scotia boxed apples are concerned, the evidence in the table above is in favour of box-packing of Wageners, Spies, Golden Russets, and Greenings, and adverse to the box-packing of Baldwins, Starks, and Ben Davis. It is not believed, however, that the general experience would be in favour of this pack for Greenings, and although Golden Russets sell to advantage in boxes, the best barrel packers of this variety will usually be able to make fully equal prices.

THE MAN ON THE SPOT KNOWS BEST

Instances have been noted of Canadian shippers who had shipped direct to an importer for sale on commission cabling definite instructions to withdraw certain parcels from sale if a certain price was not available. In one special instance the instructions were to hold Golden Russets for the maximum price. At the time, on the particular market concerned, Golden Russets were not making more than 58s. to 60s., the briskening of trade for the holiday season had not been able to advance them beyond this price, and further holding would only have made it necessary to offer them during the period of slack demand after New Year's Day. Manifestly this was a situation that could only be judged and acted upon to advantage by some one on the market in full touch with the facts.

An instance is also recalled that happened during the first year of the war, connected with the sale of Kings. In this case it was a question of a direct representative of the shipper being hampered by long-distance instructions. The man on the spot cabled that prices were so and so, that the Kings, near the end of their season, were not in good condition, and that, in his opinion, present values should be accepted. He was overruled and, acting against his judgment, on peremptory instructions from Canada, the apples were held over. As might have been expected, the result was that, when finally offered, the apples had deteriorated, and several shillings per barrel were lost by the delay.

It should be realized that it is absolutely impossible for Canadian shippers to control sales to advantage at a distance of 3,000 miles from the market. It is impos-

sible to judge the fine points of a market at a distance, especially when the condition of the apples, as is so frequently the case, is an important factor in the situation. Shippers without their own personal representatives on the market have no alternative but to trust absolutely to the judgment of the importer, always reserving the right of transferring their business if the results of a number of consecutive transactions prove unsatisfactory. Shippers who have their own representatives on the market must also allow him full power over sales. The man on the spot, if he is competent, is bound to know best, and if he is incompetent it is useless to attempt to guide him from a distance.

The control of sales by a representative on the market is an altogether different matter. It would undoubtedly be a good thing if Canadian shippers generally were sufficiently united to have their own representative in this country, ready at all times to protect their rights, to withdraw lots for which sufficiently high values are not offered, etc. Spanish fruit exporters are practically all represented on the British markets, and a number of their agents are present at every sale, where their influence is constantly manifested in the interests of their employers.

THE CLOSED ROOMS AT LIVERPOOL AND MANCHESTER

One of the points strongly pressed by the Spanish fruit exporters in connection with their recent boycott of the Manchester and Liverpool auctions was the disadvantage, from the standpoint of the shippers, of the closed room arrangements in connection with these auctions. The buying privilege in the auctions is restricted to a limited membership, and this results in shutting out a considerable outside competition. The auctions at Glasgow, Southampton, and Bristol are not subject to such limitations. Any one may attend, and any one may buy freely, the result being that small and low-grade lots especially have a better chance of making satisfactory prices. While the Manchester and Liverpool auctions, under the present arrangement, probably comprise most of the heavy buyers in the district, the aggregate of the numerous small buyers at present excluded by the system would aid quite appreciably to the buying power of the rooms, with consequent briskening of the competition. The present members, however, many of whom do quite a substantial business in buying, for adequate compensation, on behalf of outsiders, are naturally strongly opposed to a change, and the Spanish exporters, for the present at any rate, have had to yield to *force majeure*.

SLACK PACKS

It is to be feared that many Canadian barrel apple shippers do not yet realize fully how very rigid is the system of classification at Liverpool, that condemns so many of their apples to be listed in the "slack" category.

Occasion recently arose to report to a Canadian shipper that 60 per cent of his shipment were sold in Liverpool as "slacks". He expressed great surprise at this, and stated that he had personally examined every barrel before shipment, and held back any that were not absolutely tight. It was pointed out to him, in this connection, that a considerable percentage of deterioration, leading to the production of slacks, is bound to occur in the course of an ocean voyage, and as a result of handling in loading and discharging. It was also pointed out that it would be a remarkable thing if his judgment of tights and slacks should correspond in any degree with that of the Liverpool brokers' quay representative. It is a question if any barrel apple shippers' representative on this market has ever yet been able to concur in the views of the Liverpool buyers as to the reasonableness of their system.

It should be realized that a "slack" as classified in Liverpool is any barrel that returns a hollow sound when tapped smartly on the head. It may be $1\frac{1}{2}$ inches down in the barrel, or it may not be, visibly, down at all. It may give a murmuring sound

or a distinct rattle when shaken vigorously, or it may be absolutely stirless, but if it gives a hollow sound when tapped, it is a "slack" for purposes of catalogue and sales classification. The system is undoubtedly too rigid in the interests of the buyer, but whatever objections may be entertained to the system, there is no reason to doubt but that it is fairly operated. In fact, cases do occur, from time to time, where the broker has been too optimistic in his classification, and the buyer has rejected his purpose, after demonstrating that, in accordance with the rules in vogue, a particular lot belongs to a lower category.

Nevertheless, it would be fairer to the shipper, and it does not appear that it could be unfair to the buyer, if, instead of a single classification to cover everything from a mere tapslack (more than doubtful as evidence of actual deterioration) to a barrel 2 inches or 3 inches down from the head, degrees of slackness were indicated by classification on the Glasgow system, as "Ticks," "Shakes" and "Slacks."

In reply to representations along this line, the brokers make three claims: (1) That the confidence of the buyers in the present rigid system of classification leads them to pay consistently higher prices than would be the case under a looser system such as that which prevails in Glasgow. (2) That classification as per catalogue is not the prime factor in determining the values bid; that it is merely a general or approximate indication of condition, that no large buyer enters the saleroom without a specific report, based on inspection of all the principal lots; that he is therefore in a position, quite apart from catalogue classification, to discriminate between different degrees of slackness; that the values paid for different "slacks" are, as a matter of fact, constant evidence of such discrimination; and that, in short, a tap slack, owing to the operation of this system of inspection, is bound to bring a higher price than a barrel well down from the head. (3) That, while it appears reasonable to call for closer classification, and theoretically it could not be unfair to the buyer to subdivide the present "Slack" category into "Ticks," "Shakes" and "Slacks," provided this sub-classification were fairly done, from a practical standpoint there are definite objections. It would be much more difficult to discriminate accurately between three degrees of slackness than between "Tights" and "Slacks," and as the buyer has the right of rejecting a lot after purchase on the ground of improper classification, the net result would be to multiply the number of rejections, with consequent loss to the shipper. As rejections must be listed for sale at a subsequent auction and are then placed under a special heading, "No rejections," which the buyer must bid for with the understanding that he takes them as he sees them without any further right of rejection; as the mere listing under this heading implies inferiority and indicates that the apples have been previously proved unsatisfactory, while such held-over apples are always faced with the competition of fresh fruit, newly arrived, it is of course conceded on all sides that it is a distinct disadvantage to increase the number of rejected lots.

With regard to the first point, it seems to be sound in theory, but theory cannot outweigh the fact that Glasgow, where the looser system prevails, pays quite as high and, not infrequently, higher prices than Liverpool.

The second contention has more in its favour. Undoubtedly, actual inspection of lots on the quay is very generally carried out, and is a very important factor in determining bids in the saleroom. Undoubtedly also buyers who know that a lot listed "slack" is a mere tap slack of a good hard variety and that another is a King, at the end of its season, and 1 inch down from the barrel head, will more closely approximate to the value of "tights" in their bidding in the first case than in the second. Nevertheless, it is impossible for all buyers to have an accurate report on every slack parcel offered, the broker, whose influence in leading the bidding is very important, is perhaps even less likely to discriminate sufficiently between different degrees of slackness, he tends automatically to drop 2s. to 4s. below "tights" in his suggestions for a starting price, and there can be no doubt but that, to a large extent, the listing does influence the bidding.

The third point is perhaps the strongest of all. It would be difficult to make hard and fast distinctions between "Ticks," "Shakes," and "Slacks," and still more difficult to translate such distinctions into practice that could not be upset by aggressive buyers always ready to fight for their own interests. There would undoubtedly be more leverage for rejections, and it is certain that such leverage would be taken full advantage of. A considerable increase of rejections would also undoubtedly be to the disadvantage of the shipper. On the other hand, Glasgow seems to have solved the difficulty, and rejections in Glasgow do not outnumber those in Liverpool. It must be admitted, however, that the buyers in Glasgow are not so strongly organized as in Liverpool. There can be no doubt but that the attitude of the Liverpool buyers, which is absolutely unyielding on this point, is the main factor in the maintenance of this system of ultra-rigidity in classification. They claim that barrels must be absolutely tight, according to their definition of the terms, if they are to deliver them in good condition to the more or less distant points of distribution to the retailer in the inland cities of the north and midlands of England; that slack packs of whatever degree deteriorate rapidly in inland transit, and that the most rigid classification is essential to afford them adequate protection. Unfortunately also they are able to back up these claims through their aggressive organization, and the brokers, who might otherwise be disposed to listen to the not unreasonable plea on behalf of the shipper, are obliged to yield. It is easier to pass over the claims of disorganized clients several thousands of miles away than to stir up the opposition of a united body on the spot, always in a position to assert their point of view vigorously.

FINAL APPLE DECONTROL

The case put before the Ministry of Food for the immediate decontrol of apples, as a means of increasing consumption by taking from the retailer the protection of the 10d. per pound maximum, and thus making it necessary for him to give the consumer the benefit of the present low wholesale prices, failed to produce the desired effect, the authorities lightly brushing aside the facts brought to their attention and denying that control was having the adverse effect on consumption that was claimed.

A few days after the presentation of this case, however, it was announced that control would be finally removed on March 31. It is significant, however, in connection with the official denial above referred to, that the note of decontrol contained the following statement: "Many retailers have recently been selling Newtowns and Golden Russets at 7d. to 9d. per pound, but others have used the controlled maximum to extort 10d. per pound for the same fruit. Neither the farmers in Canada nor the public here fully realize that a controlled price fixed by the ministry is not intended to be a minimum as well as a maximum price. When control is withdrawn people should ascertain for themselves what a reasonable price, based on market conditions, ought to be, and in this way look after their own interests." This statement of course is a definite admission of the contention raised that control is now assisting to maintain unnecessarily high prices to the consumer, though unfortunately coupled with a refusal to take the action logically indicated by the circumstances.

Decontrol takes effect just in time to permit the free entry of Australian apples, but unfortunately too late to affect importations from Canada.

It is difficult to understand the principles by which the authorities have been governed throughout the period of control. Control was quite necessary after the Armistice, in 1918, to protect the consumer from the fabulous prices he would otherwise would have had to pay. But ever since, regulative activities appear to have been the opposite of what was demanded by the existing situation.

Thus in 1919, though the English apple crop was the largest on record, barrel apples were selling at the lowest possible level, less than two-thirds of the maximum for No. 1 and less than one-third for Domestics and No. 3, and only the luxury class of boxed apple buyers would have been affected by a free market, control was resolutely maintained.

During the present season, on the contrary, with the shortest English crop on record, it would have been logical to expect the maintenance of control till the arrival of heavy transatlantic supplies in the middle of October, and a free market thereafter. Exactly the opposite took place. A free market was granted during the period of short supplies, with the result that the consumer paid as much as 1s. 6d. per pound, and as soon as imported apples came in in large quantities and the market fell to so low a level that many shipments from Canada had to be cancelled to await more favourable conditions, control was reimposed. This has since been maintained, in spite of the fact that less than 1 per cent of total arrivals have since sold at the maximum.

And now, after a refusal to decontrol at the present time, when apples are arriving on a glutted market at the rate (including boxes and barrels) equivalent to 480,000 boxes or more weekly, control is removed in order to give a free market to Australian apples, which will come in on a bare market at the rate of less than 80,000 boxes weekly.

It is difficult to see any reasonable governing principle in a policy so consistently inconsistent with the facts of the varying situation.

VIEWES OF ENGLISH JOURNALS

A leading English fruit trade journal has the following to say with regard to the removal of apple control:—

"The Ministry of Food have decided to withdraw the Apple Prices Order, 1920, after March 31 next, which means that apples will have a free market. The date for the removal of control coincides with the winding-up of the ministry, which, according to the announcement by the Prime Minister on December 9, would take effect on March 31, 1921, but failing an official notice that the order in question would cease to have effect on the date mentioned, it would not necessarily have followed that the power to repeat the foolish blunder of last autumn would automatically cease to exist with the departure of its perpetrators. For the Continuance of Food Control Acts is on the Statute Book. Under it the policy of bureaucratic interference, which Government departments such as the present Postmaster-General's Department exhibit, can just as readily be exercised by a food control section to which the powers and functions of the Ministry of Food are certain to be transferred. Thus, so long as the Continuance of Food Control Act remains in force, the fruit industry can never feel safe from the price unsettlement which follows on commercial products being made the material for political manipulation. To decontrol apples as from April 1 (mark the date!) is the least that could be expected of the Ministry of Food, seeing it is itself going out of business under that title on March 31. Having regard to what the present market position is, they might, by the exercise of a little courage, have ended it now. No useful purpose is being served by it. It is certain that the British public, for whose special benefit food control was established, have gained nothing by the reimposition of a maximum price."

Truth, a London paper, remarking that "the only effect of control has been to keep prices up to the consumer," has the following to say on the subject:—

"The small supplies of home-grown fruit forced up prices in September to a fancy level. At once large supplies were attracted, and in November the wholesale prices of Canadian apples dropped to so low a level that shippers began to cancel their shipments. Supplies have, however, been so large that only a negligible quantity have been sold at the wholesale maximum. The retailer has but rarely given the public the benefit. He has demanded his maximum and got it. Control in this instance seems therefore to have operated for the benefit of the greengrocers by creating a false idea of scarcity of which they have taken full advantage."

SHIPMENTS TO CARDIFF

The Development Department of the city of Cardiff state that they hope to arrange for a ship of the Canadian Government Merchant Marine Service to sail from Halifax to Cardiff, in which case arrangements will be made to secure a direct cargo of Nova Scotia apples for that port.

CANADIAN APPLE ARRIVALS

During the first two weeks in January the following have been Canadian apple arrivals in Liverpool, Manchester, and Glasgow:—

Port	Steamer	Nova Scotia		Ontario		British Columbia
		Barrels	Boxes	Barrels	Boxes	Boxes
Liverpool—						
	<i>Canadian Beaver</i>	15,193	.....	.....	.....	—
Glasgow—						
	<i>Canadian Hunter</i> .. . . .	.....	.....	333	14	—
London—						
	<i>Corsican</i>.. . . .	.....	.....	1,320	.....	—
	<i>Batsford</i>.. . . .	.....	.....	720	.....	1,373
Liverpool—						
	<i>Victorian</i>	502	.....	6,919	338	—
	<i>Empress France</i>	522	.....	3,390	502	13,806
Manchester—						
	<i>Manchester Corporation</i>.. . . .	.....	.....	430	225	—
London—						
	<i>Canadian Carrier</i>	19,000	.....	.....	.....	—
Glasgow—						
	<i>Cassandra</i>.. . . .	.....	.....	4,860	3,000	—
Liverpool—						
	<i>Sachem</i>	120	.....	.....	.....	—

The above figures may not be quite complete, but comprise the principal shipments.

AUSTRALIAN APPLES

It is announced that consignments of apples from Tasmania, South Australia, Victoria, and West Australia, during the coming season, will total 1,300,000 boxes.

MARKETING WEST AUSTRALIAN APPLES IN LONDON

The Westralian Farmers, Limited, report that by arrangement with the Associated Fruit Growers, Limited, they had been able to ship 31,918 cases of apples and pears to English ports last year. The results proved highly satisfactory to growers, the apples exported having realized the full control price of 20s. 10d. per case. The directors of Westralian Farmers, Limited, in their report add: "The present charges incurred in selling fruit on the English market are excessive, but your directors have pleasure in stating that with the establishment of a London house by the Australian Producers' Co-operative Federation, satisfactory arrangements have been completed so that our next season's shipments will be handled by that corporation, thereby eliminating all unnecessary middlemen, and securing to the grower the maximum price for his produce at a minimum cost."

SOUTH AFRICAN SOFT FRUITS

Some 16,000 cases of South African plums, peaches, apricots and hectarines have already reached this country, and a shipment of 14,000 cases is expected shortly. Wholesale prices are as follows: apricots, 36 to 60 in a box, 6s. to 8s. 6d.; peaches, 12 to 20 in a box, 12s. to 15s.; plums, 54 to 70 in a box, 4s. to 5s. 6d.

APPLE IMPORTS INTO THE UNITED KINGDOM

The following are the official figures of apple imports into the United Kingdom from January 1 to 15, 1917, 1920 and 1921, expressed in long hundredweights:—

	1917	1920	1921
Week ending January 8—			
Total imported	137,760	25,396	213,496
From Canada	8,088	2,622	49,640
Week ending January 15—			
Total imported	78,699	89,597	128,903
From Canada	23,401	35,919	51,659
January 1 to January 15—			
Total imported	216,459	114,993	342,399
From Canada	31,489	38,581	101,299

The above figures do not show the relative quantities of apples imported from Canada and the United States, as the total includes continental imports which are not segregated by the Board of Trade authorities.

The Belgian Apple Market

No transatlantic apples have been offered on the Belgian market so far, owing to the plentiful supplies of Swiss and Italian apples. It is expected, however, that some importations of boxed apples from the United States will be brought in, in the near future, as continental supplies are now exhausted.

The Norwegian Apple Market

Norwegian correspondents report that the only variety of imported apples now on the market is the Extra Fancy Winesap, which after paying a duty of 2.50 kr. per case, is being sold by importers to retailers at 38 to 44 kr., or, as the kroner is now about equal to the shilling, 43s. to 44 kr. per case.

Another Norwegian correspondent conveys the interesting information that Norwegian fruit growers, inspired by the evident superiority of the box pack to their own, have formed an association "to pack their fruit exactly in the same way as America". He naively says: "The first year was not so very glorious, but we see the right way is found to get the fruit growers to be more careful, so that they can get the best possible grade and price for their fruit."

The Apple Market in Hamburg

A correspondent in Hamburg writes that supplies of apples have been received during the past season from Switzerland and the Tyrol, selling at a value of about 2½d. per lb. in English currency. The importation of transatlantic apples in boxes and barrels is permitted, except that paper-wrapped apples are prohibited, but of course exchange conditions do not make the market attractive. Some small shipments of Washington Newtowns, fancy grade, sold on January 4 as follows: 175's, 180 marks; 200's, 195 marks; 213's, 175 marks; 225's, 160 marks. At present rate of sterling exchange, these values are as follows: 175's, 15s. 7d.; 200's, 17s.; 213's, 15s. 2d.; 225's, 13s. 10d. It proved difficult to dispose of this shipment on account of the regulations against paper wrapping.

The Swedish Apple Market

Swedish correspondents report that arrivals of American apples this season have been very small, on account of the presence on the market of heavy supplies of cheap apples from the Tyrol. Washington Extra Fancy Winesaps, however, have been bought for January shipment from New York, at \$3.70 to \$3.90 c.i.f. Stockholm.

Swedish apple agents reiterate their desire to get into connection with exporters of Canadian boxed and barrelled apples with a view to business next year. Lists of names and addresses may be obtained from the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa.

The French Apple Market

Paris correspondents report that there have been no Canadian apples on the market, the exchange situation not favouring importations. The following are the wholesale values of some of the best French varieties now on the market: Reinette du Canada, 350 to 400 francs per 100 kilogrammes, or at present rate of exchange, about 6½d. to 7½d. per lb.; Reinette du Mans, 200 francs per 100 kilogrammes, or about 3½d. per lb.; Dieudonne, 160 francs per 100 kilogrammes, or about 3d. per lb.

It is a curious thing that the most popular apple that is largely produced in France is the Canada Reinette. Another apple, the Calville, a very fine yellow variety, selling at this season, brings still higher prices, but is not grown very extensively.

The Dutch Apple Market

Dutch correspondents report that small shipments of about 2,750 Oregon Newtowns have recently been sold at 8 to 9 guilders, or, at present rate of sterling exchange, at 14s. to 15s. per box.

Dutch apple importers express a keen desire to get into touch with Canadian exporters with a view to business next year. Complete lists of names and addresses may be obtained from the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa.

CHANGE IN MEXICAN CONSUL, TORONTO

Mr. Carlos M. Gaxiola has been appointed Consul for Mexico in Toronto, succeeding Mr. Pablo Tamayo

INFERIOR GERMAN GOODS ARRIVING IN MEXICO

Commercial Attaché Jackson, in the *United States Commerce Reports*, states that German manufacturers are apparently making determined efforts to recover their markets in Mexico. Notions and specialties, including metal wares of various kinds and for the most part of inferior quality, seem to be the lines of goods in which they are most active. Considerable shipments of electrical goods—bulbs, wiring, insulations, sockets, and small dynamos—have also been received. Apparently, a semi-monthly service is being maintained by the Hamburg-American Line. The quality of the goods, however, is generally inferior. Therefore, Mr. Jackson emphasizes the fact that the best permanent future for American exporters lies in the maintenance of quality in the goods shipped, since the American manufacturer cannot compete with the German in price. For instance, certain moving picture supplies, such as carbons, are being offered in Mexico at from 10 to 20 per cent below the quotations made by reputable American firms, although the quality is poor. The well-known "555" snap fasteners, made by a German firm, are offered at unprecedented prices—\$1.50 per great gross; however, none have arrived as yet, and it remains to be seen if the quality is equal to that of several years ago.

DECLINE IN TIMBER IMPORTS IN THE MANCHESTER DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, January 26, 1921.—In reviewing the timber trade of 1920, Messrs. Farnworth & Jardine state in their annual circular that imports were far from fulfilling the optimistic anticipations prevalent in the opening months of the year. Inquiries began to wane in the spring and importers limited their purchases to immediate demands. Consequently, stocks began to accumulate towards the end of the year, with the resultant weakening of values. The influence of freight rates, adverse exchange, labour unrest, the coal strike, and financial stringency was very marked in the timber trades generally.

According to the above circular the classified Manchester Ship Canal imports 1920, as compared with the previous year, were as follows:—

	Cubic Feet 1920	Cubic Feet 1919
Quebec waney board pine.. . . .	179,000	470,000
British Columbian pine planks.. . . .	230,000	438,000
Birch logs.. . . .	51,000	22,000
Birch planks.. . . .	72,000	138,000
Quebec and U.S.A. oak.. . . .	235,000	Nil
Elm (square).. . . .	2,000	8,000
Hewn pitchpine.. . . .	4,000	Nil
Sawn pitchpine.. . . .	487,000	1,158,000
Pitchpine planks and boards.. . . .	645,000	396,000
	Standards	Standards
Spruce deals, N.B., and N.S.. . . .	39,260	24,750
Pine deals.. . . .	7,970	7,390
Baltic white deals.. . . .	34,950	32,210
Baltic flooring.. . . .	15,380	14,080
Sleepers and crossings.. . . .	2,810	2,560

IMPORTS FROM RUSSIA

As is fairly well known, Russia was the United Kingdom's source of timber supplies in prewar days. In 1911, for example, nearly 50 per cent of the timber imported by Great Britain came from Russia, the value being approximately \$50,000,000 out of a total of \$105,000,000. The war witnessed a gradual decline annually, and there is no hope of receiving supplies on a prewar basis for a long time to come. Consignments are of course arriving from the Baltic, but they are small compared with the quantities imported from Russia entire in former days.

SUCCESSFUL EXPERIMENTS WITH A FLAX DESEEDING AND CLEANING MACHINE

Mr. R. J. Hutchinson, Chief of Fibre Division, Central Experimental Farm, Ottawa, writes under date February 5:—

A new flax deseeding and cleaning machine for deseeding flax without injury to the straw has successfully passed most rigid tests this winter upon some of the best fibre flax crops in Ontario. He reports officially that on 6th January he assisted at a demonstration of the machine, which was then deseeding a crop of good ordinary fibre flax at Ripley, Ontario, when despite most unfavourable weather conditions, the machine ran steadily and did most excellent work.

A special trial for capacity was carried out, and on a steady run of four hours the average weight of straw passed through the machine was equivalent to two tons per hour—less than capacity but equal to the possibilities of feeding.

Mr. Hutchinson adds that on a thorough examination of all materials, after delivery by the machine during the test run, he is able to report that the seed bolls had been thoroughly separated from the straw, and well cleaned, the flax straw thoroughly freed from chaff and seed and delivered in a perfect sheaf, and that the chaff blown off contained no flax seed.

COMMERCIAL CONDITIONS IN CHINA

TRADE COMMISSIONER J. W. ROSS

Shanghai, January 1, 1920.—China is at the moment suffering from the same readjustment which is also affecting other countries, and although this adjustment in values had to take place sooner or later, it was not expected to come quite so soon. The conditions which have brought about this disturbance in trade, and for the time being affecting business and the movements of commodities in this as in other countries are, however, quite different in China from those obtaining elsewhere, although their results are just the same. China for four years, from 1915 to 1919, found itself in the unique position of having the purchasing power of its money increasing every month until it reached double the value of 1915, and although the value of commodities of all countries was constantly increasing, Chinese silver currency also increased to a point considerably higher than the added cost of goods; consequently the high cost of living so much complained of in other countries hardly at all affected the Chinese consumer. The result was that the Chinese Tael having acquired such a high purchasing power, a period of great prosperity was experienced by the Chinese merchant class, for notwithstanding the high cost of native export products in local money, such was the great demand in foreign countries, notably the United States and Japan, for anything that China had to sell, that their high cost did not in any manner appear to hamper trade. For in this connection it is to be pointed out that the export trade of China in 1919 very nearly balanced imports, something that had never previously occurred in the history of Chinese trade with foreign countries.

It was evident, however, that this could not continue, and now that the deflation of Chinese silver currency is taking place, for a time at least external commerce must suffer; but in this there need not be any cause for alarm, for the inflation of currency has not been due to any issuing of new money on the part of the Chinese Government, as has been done in other countries, but to the unlooked-for high rise in the value of silver, which in Chinese business transactions is really only a commodity. China has thus no inflated paper money and has just as much silver coinage as before the war, and for the time being, while silver has in common with all other commodities decreased in value, there is bound to be a disturbance of trade and a withholding of buying abroad until stocks on hand which were purchased at a high cost can be worked off. There is thus no need of fear or alarm for the ultimate and probably very quick return of activity in Chinese foreign trade, for although the silver currency of the country may not have the high purchasing value which it previously enjoyed, yet it is to be borne in mind that manufactured goods in exporting countries are also falling in value, and there will eventually be an adjustment between the values of goods and silver, which will be such as to enable China profitably to import its usual volume of foreign goods. The fall in silver must on the other hand have a beneficial effect on Chinese export trade, for the purchasing power of the Chinese dollar in local products is just as high as when it has a value of 50 cents gold, or two shillings, as when it has a value of \$1 gold, so now that foreign consumers are able to purchase Chinese products for 50 cents which a year ago cost \$1, and when the large stocks of Chinese goods which are held abroad are worked off a great revival in Chinese export trade may confidently be looked for.

INDUSTRIAL ACTIVITY

At the moment, due to the causes outlined above, Chinese merchants report business to be very dull; there is, however, no visible evidence of this in Shanghai, for at no time in the history of the port has so much activity and expansion been observed. At the present time building construction of a volume of at least 10,000,000 taels

(\$7,000,000 gold) is under way, and every industry is apparently flourishing. Ship-yards are launching new steamers every month, cotton mills are all working at fullest capacity, and the results of the operation of some of the latter as noted below, fully attest the prosperity of this industry. The only marked depression is in the case of silk and tea; in all other industries prosperity is the rule. From all parts of the country we hear of orders being given for new machinery for cotton and flour and other mills. As pointed out in former reports, China is rapidly becoming a great wheat-producing country, and flour-milling is now a standard industry, with the result that very little imported flour is consumed in the country, whereas ten years ago it was a very flourishing business. But it is in cotton weaving and spinning that Chinese industrial enterprise at present shows its greatest activity, and new cotton mills and spinning and weaving companies are springing up in widely separated districts of the country; we hear of new mills being established at Mukden, Tientsin, Tsingtao, Tsinan, Sianfu, Hankow, and Wusieh, and several at Shanghai. To such an extent is the cotton industry growing that, taken in conjunction with improvements in cotton cultivation, it is not improbable that before many years China may be in the same position in respect to cotton as it has become in regard to wheat flour—able to furnish nearly all the needs of its market with its own manufactured products.

Results in the Operation of One of the Shanghai Cotton Mills for 1920

<i>On an Ordinary Share Capital of Taels 1,000,000—</i>	<i>Taels.</i>
To pay a dividend of 90%	900,000
To write off plant and machinery and buildings	150,000
To write off water supply and furniture	1,000
To write off investments	2,500
For special repairs	50,000
To subscribe to War Funds	20,000
Bonus to foreign and native staff	50,000
Chinese Superannuation Fund	20,000

The various reserve funds of this company now amount to 2,087,000 taels.

COMMERCIAL OUTLOOK

Of the commercial outlook in China and its trade possibilities there is no reason whatever for pessimism. The vast extent and resources of the country, its great diversity of products, the fertility of its soil and its wealth in coal and iron, and above all its abundance of excellent labour, will place China in the first rank of productive industrial and commercial nations. The country only awaits development, the chief necessity being transportation facilities, given 10,000 miles of new railways to the west and northwest, China will advance twenty-five years in commercial importance and trade development. And what a market for foreign goods it will then present.

It should not be necessary again to refer to what Canada's neighbours are doing toward the development of their trade with China, and the great success which has rewarded their efforts; this has been many times stated, and is abundantly set forth in all trade statistics of this country. It is not too much to say that the eyes of all trading nations are at present turned toward China, and are jealously watching with interest and expectancy the industrial trade development which is going on; but there need be no jealousy, there is room in this vast market for all, and all are made welcome by Chinese merchants. At the same time the trade will go to those who are most active and resourceful; there are no special favours shown to the citizens of any nation, neither are there any preferential tariff rates. Nor can it be said that there are any special styles of goods required; the articles in demand in China are the same as in the home and other markets. The same kind of machinery and tools, bicycles, motor cars, textiles, iron and steel, provisions, etc., as are sold in other countries are also adapted to this.

NECESSITY FOR SALESMANSHIP

In developing trade with China in all lines classed as "Sundries," salesmanship is of first importance; it cannot be done by writing letters from an office 7,000 miles away from the market. The market and the consumers are there, and there is where the goods must be sold. With shipping, exchange, and other factors entering into business transactions in this country, contracts must be put through quickly and credits in payment arranged in advance, for the goods are nearly always sold to their Chinese clients by the importers before they are purchased by them, little or no stocks of goods being carried by foreign merchants in China. Therefore it can be seen how necessary it is that manufacturers should have personal representation on the spot, either by their own travelling salesmen making periodical visits to the different ports, or with an agency connection with some of the established firms in Shanghai, the first-named method being the one most likely to be productive of results.

SAMPLES AND CATALOGUES WANTED

Another point of much importance is the necessity of being able to show samples, catalogues are all very well as far as they go, but as the prices of commodities are all the time fluctuating, those quoted in a catalogue cannot be relied upon for any great length of time, which is another reason why it is difficult to close business by catalogues and correspondence. This method takes too long and is productive of too much misunderstanding; but a salesman armed with an attractive set of samples is always in a position to quote a firm price and to close business. The Chinese particularly want to see samples of what they buy, and an attractive label on a tin of fruit or condensed milk goes a long way toward effecting sales. In conclusion, it is to be pointed out again, as has so often been done in the reports from this office in the past, that China, if properly understood and studied, presents a most attractive market for Canadian goods, and when consistently cultivated on sound business methods, will well repay the efforts with profitable business.

REMOVAL OF ARGENTINE EXPORT DUTY ON WOOL AND SKINS

According to a cablegram from Consul W. H. Robertson, Buenos Aires, under date of February 2, 1921, published in the *United States Commerce Reports*, a law was promulgated on February 1, 1921, by which the Argentine export duty on wool, scoured or not, and on all cattle, sheep, and horse skins has been removed for a period of one year.

[A notice of the proposal of this law was published in *Commerce Reports* for December 21, 1920.]

ARGENTINA CROP RETURNS

According to a cablegram received from Trade Commissioner B. S. Webb, Buenos Aires, on February 3, 1921, for yields, and the December, 1920, issue of the *Rome International Crop Report*, for areas, the official estimate of the yield of wheat in Argentina for the season of 1920-21 is 5,010,000 metric tons (184,086,000 bushels) from 5,996,100 hectares (14,816,000 acres), as compared with 214,142,000 bushels from 14,957,000 acres in 1919-20. Of oats the yield for 1920-21 is 860,000 metric tons (55,764,000 bushels) from 834,000 hectares (2,061,000 acres), as compared with 53,754,000 bushels from 2,301,000 acres in 1919-20. Of flaxseed the yield for 1920-21 is 1,080,000 metric tons (42,518,000 bushels) from 1,409,000 hectares (3,484,000 acres), as compared with 42,039,000 bushels from 3,521,000 acres in 1919-20. The present estimate is in revision of that which appeared in *Weekly Bulletin* No. 882, page 1789, the figures then given for 1920-21 being inaccurate through error in transmission by cable.

SEAMEN'S WAGES IN JAPAN

TRADE COMMISSIONER A. E. BRYAN

Yokohama, January 18, 1921.—In line with the general rise in all wages, the seamen of the Japanese mercantile marine have had their due proportion, but the difficult thing to be encountered with in this connection is the fact that now, when freight is scarce and some ships must tie up for lack of charters, the charges for maintenance of steamers are continually on the up grade.

It is said that the expenses of a certain Japanese shipping company now work out at 8.50 yen per ton per month, while the figure was only 3.30 yen in 1915 and 1916, 3.80 yen in 1917, 5.50 in 1918, and 7.50 in 1919. It can therefore be seen that, although in 1917 and 1918 the country's shipping activity was greatest, the working expenses are now much greater than in these years—a fact that is particularly striking now owing to the slump in all shipping.

The highest monthly salary received by the master of a Japanese ocean-going steamer at the end of December last was 350 yen, as compared with 300 yen at the end of 1918 and 260 yen at the close of 1916. There has been a similar increase in the pay of all other shipping employees, as will be seen by the attached schedule:—

	1915		1918		1920	
	Max.	Min.	Max.	Min.	Max.	Min.
	Yen		Yen		Yen	
Master.	260	55	300	180	350	240
First mate.	160	20	170	60	220	170
Second mate. . . . .	....	....	120	40	150	140
Third mate. . . . .	....	....	90	20	120	90
Sailor.	36	17	50	22	50	..
Chief engineer.	260	55	3.0	80	350	240
First engineer.	120	20	150	50	220	170
Second engineer. . . . .	....	....	125	30	170	100
Chief fireman.	40	20	50	22	50	..

SHIPPING FIRMS NOW REDUCING SALARIES

Some time ago the Japan Shipowners' Union decided to reduce bonus and extra allowances, which are paid in Japan once or twice a year, to forty per cent of salaries, and it is said that they are contemplating a further reduction.

ITALY'S FOREIGN TRADE, JANUARY TO JUNE, 1920

T. CALDERINI, *Office of the Canadian Trade Commissioner*

Milan, December 13, 1920.—Despite the small increase shown in Italy's foreign trade for the first five months of 1920, a decline is noticeable from the statistics herewith subjoined, which illustrate the foreign trade of the Kingdom for the first half-year of 1920. This decrease is said to be due to the excess of imports over exports for the month of June, 1920.

Analyzing the imports into Italy for this latter month we find that they exceed 2,000,000,000 lire, whereas the value of imports for the preceding months was less than 1,500,000,000 lire. Although exports have advanced the increase registered is insufficient to make up for the increased deficit shown in Italy's foreign trade for the month of June.

Imports for the first six months of the current year, which according to the provisional figures just published totalled 8,413,000 lire, show a decrease of 116,000,000 lire as compared with the revised figures for the same period of 1919, when imports totalled 8,530,000 lire. However, this difference, it is stated by *La Finanza Italiana*, should disappear when the revised figures for 1920 are published.

Exports on the other hand have increased by 84 per cent, having risen from 2,219,000 lire for the January-June period of 1919 to 3,389,000 lire for the same period of 1920.

The following table illustrates Italy's imports and exports for the January-June period of 1920 as compared with that of the previous year:—

Imports in Millions of Lire

Month	1920	1919	Difference
January..	1,001	1,061	— 59
February..	1,141	1,368	— 227
March..	1,431	1,656	— 225
April..	1,363	1,651	— 288
May..	1,401	1,368	+ 37
June..	2,076	1,431	+ 645
	<hr/> 8,413	<hr/> 8,530	<hr/> — 116

Exports in Millions of Lire

Month	1920	1919	Difference
January..	497	260	+ 237
February..	610	301	+ 315
March..	683	366	+ 317
April..	678	350	+ 329
May..	662	358	+ 304
June..	752	484	+ 268
	<hr/> 3,889	<hr/> 2,119	<hr/> + 1,170

Notwithstanding the falling off shown in Italy's trade for June, 1920, and anticipating that the results obtained during the first six months of 1920 will be maintained during the second half of the current year, it may be stated that the commercial situation of Italy has greatly improved as compared with that of the preceding years.

While in 1918 exports only represented about one-fifth of the total value of the imports, it is interesting to note that for the first six months of 1920 they represent little less than one-half of the total value of the imports.

Commenting on this, *La Finanza Italiana* observes that much still remains for Italy to do in order to regain the equilibrium of her commercial balance. It is nevertheless encouraging to note the progress made since the end of the war which is of good prognostication for the future.

Canadian imports and exports not given.

Imports from the United States have declined steadily during the period under review, having fallen from 4,260,000 lire in 1919 to 2,620,000 lire in 1920, whereas imports from France, Great Britain, Switzerland, and Argentina have advanced considerably, and it is furthermore stated that the value of Italy's imports from the Central Empires surpasses that of prewar years.

Exports on the other hand show a general advance, the maximum increase being registered by shipments to the United States, which for the January-June period, 1920, show an advance of 314,000,000 lire as compared with the same period of 1919.

TRACTOR SPECIFICATION FOR PERU

Tractors are coming into greater use in Peru, the caterpillar type in the northern region, the wheel type elsewhere. An American report gives the following specification of a machine that would sell: Gauge, 1.3 metres; clearance, 20 or 24 inches; two or three ploughs; 12-20 h.p. A cultivator that can straddle a row is particularly desirable.

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

VI

Mexico's Favourable Trade Balance

For many years Mexico has enjoyed a considerable favourable balance of trade. During the fiscal year 1912-13 the value of Mexico's exports was 290,405,552 pesos as against imports of 192,392,461 pesos. For 1918 the value of her exports was 367,305,451 pesos as against imports of 164,470,034 pesos, leaving a visible balance of trade in favour of Mexico of over \$100,000,000. Since 1914, Mexico has bought over 80 per cent of her imports from the United States, and the United States has also taken at least the same percentage of Mexico's total exports. During the years immediately preceding the European war the United States had only about 50 per cent of the Mexican business; in 1918, 85 per cent of Mexico's imports came from the United States. Before the war, Great Britain, Germany, and France enjoyed a good share of Mexican business, and since the war ended these countries are gradually getting back their business in Mexico.

The following table gives the value in pesos for the fiscal years 1912-13 and 1918 of Mexico's imports and the countries of origin:—

MEXICO'S IMPORTS BY COUNTRIES OF ORIGIN

Countries	1912-13	1918
Germany.. . . .	25,216,354.66	584.78
Austria.. . . .	1,898,514.49	.....
Belgium.. . . .	2,806,210.63	201.00
*Canada.. . . .	218,418.00	495,095.00
Spain.. . . .	7,040,017.87	1,989,153.96
Cuba.. . . .	184,666.10	2,744,701.61
United States.. . . .	97,341,811.03	141,152,628.32
France.. . . .	18,339,796.26	3,271,856.77
Great Britain.. . . .	25,868,138.00	9,575,450.83
Holland.. . . .	669,493.42	26,910.33
Italy.. . . .	1,876,947.57	664,545.52
Japan.. . . .	899,258.53	332,670.66
Russia.. . . .	406,573.72	9,464.00
Sweden.. . . .	751,424.90	13,198.84
Switzerland.. . . .	1,890,891.51	467,845.51
Other countries.. . . .	6,798,917.49	4,215,605.34
Total.. . . .	192,292,461.89	164,470,035.47

United States Trade with Mexico

For the calendar year 1919, according to United States commercial reports, Mexico exported goods to the United States to the value of \$158,926,376, while her imports from the United States amounted to \$131,451,901. For the eight months ending August, 1920, Mexico's exports to the United States amounted to \$121,084,373 and imports from the United States \$111,909,065. For the month of July, 1920, the United States exported goods to Mexico to the value of \$16,777,733 compared with \$7,761,207 for the same month of 1919. For the month of August, 1920, United States exports to Mexico were \$14,993,716 compared with \$10,636,863 for the same month of 1919. United States exports to Mexico for the twelve months ending June, 1920, were \$143,785,526, compared with \$119,962,982 for the twelve months ending June, 1919. These figures show very substantial increases for United States trade with Mexico. Americans are paying more attention to Mexican trade this year than

*The Canadian figures are in dollars for the Canadian fiscal year ending March 31.

at any previous time. While the writer was in Mexico, excursions of American business men organized by the American Chamber of Commerce in Mexico were arriving in Mexico City nearly every fortnight. Everywhere one went in the Republic, American travellers were met introducing and selling their goods. That they are reaping their reward is shown by the large increases of Mexico's imports from the United States in 1920, as compared with 1919.

European Trade

The United States, however, are not getting this growth in business at the expense of other nations. This growth simply represents the comparative expanse of Mexico's purchasing power. European goods entering Mexico in 1920 will show a much greater relative increase over 1919 and 1918 than American goods for the same periods. During the European war, Mexico's imports of European goods fell to a small fraction of their pre-war volume. But as soon as the war ended European imports doubled and trebled. The German, French and Spanish trade have a basic advantage in Mexico in that the retail and wholesale trade is largely in their hands. Most of the hardware and jewellery firms in all parts of the Republic are German, while most of the dry goods and foodstuffs firms are French or Spanish. English firms have a good share of the textile and machinery trade and American firms are represented in almost every line of the wholesale and retail trade.

Statistics of Canadian Export Trade to Mexico

Up to the commencement of the revolutionary period in 1911, Canada was developing an increasing export trade to Mexico. With the advantage of the direct freight service established between Canadian and Mexican ports by the Elder Dempster Line, Canadian exports had increased in value from \$477,119 during the fiscal year ending March, 1908, to \$1,268,150 during the corresponding period ending March, 1911. Coincident with the suspension of this direct steamship service, the revolutionary period in Mexico and the European war, Canadian export trade with Mexico had dropped to insignificant proportions to a total value of \$51,902 in 1914, and to the low level of \$18,551 in 1915. The trade slowly increased to \$495,095 in 1918, \$573,474 in 1919, and \$414,751 in 1920.

Following are statistics of Canadian trade with Mexico for selected years from 1913 to 1920 compiled by the Dominion Bureau of Statistics:—

SUMMARY OF IMPORTS FROM AND EXPORTS TO MEXICO—FISCAL YEARS 1913, 1914, 1916, 1918, 1919, 1920.

Years ended	Imports for Consumption			Canadian	Exports	
	Dutiable	Free	Total		Foreign	Total
March 31	Goods	Goods	Imports	Produce	Produce	Exports
1913.. . . .	37,045	3,105,536	3,142,581	218,371	47	218,418
1914.. . . .	36,847	1,433,724	1,470,571	51,747	155	51,902
1916.. . . .	326,772	418,673	745,445	72,819	14,344	87,163
1918.. . . .	70,650	594,140	664,790	482,428	12,667	495,095
1919.. . . .	42,238	541,809	584,047	568,943	4,531	573,474
1920.. . . .	705,443	1,943,472	2,648,915	410,825	3,926	414,751

NECESSITY OF DIRECT STEAMSHIP COMMUNICATION

It will be noted that, according to above statistics, Canadian exports to Mexico decreased in value in 1920 as compared with 1919. While Mexico was increasing her imports from the prominent trading countries in the world, Canada's exports to Mexico had decreased. According to business men in Mexico interested in Canadian trade, the basic reason for the falling off in Canada's exports to Mexico in 1920 was the lack of direct steamship communication between the two countries. While Great Britain, France, Germany, Spain, Japan and other countries, which had no or a limited

steamship communication with Mexico during the European war, were establishing or increasing freight and passenger facilities with Mexico, Canadian goods were forced to come through the United States all the way to Mexico by rail, or to be shipped by rail to New York, thence under the United States flag to Vera Cruz. For a period after the Armistice, English goods for Mexico were handicapped by the absence of direct steamship service to Vera Cruz. Many English shipments billed via New York took several months to reach Mexico, with the result that many valuable machinery orders were placed in the United States which the purchasers wished to place in the United Kingdom. Recently, however, a direct freight service has been established between Vera Cruz and United Kingdom ports and now certain American machinery and textile interests are complaining that the English are taking away their Mexican business. Many instances could be adduced by the writer illustrating the hardships undergone by Canadian exporters due to the absence of direct steamship communication with Mexico. More than one importer in Mexico showed the writer copies of orders for goods placed in Canada in 1919, which were shipped from Canada in the winter of 1919-20, but which had not reached the consignees in November. The same importers had taken delivery in May, 1920, of goods ordered in New York State in March of the same year. Of course the trouble is that when several months or a year elapse before goods reach their destination, the demand for them may have disappeared. The writer has interviewed several importers in Mexico who wish to import Canadian goods, but they stated that until some direct steamship communication was established they would have to place their orders in places from which reasonable delivery could be expected. Deliveries of Canadian goods to Mexico via American railroads and ports are at present showing some improvement, but the records of most shipments from Canada in recent years show that they take at least twice as long to reach Mexico as shipments from points in the northern United States.

EXHIBITION ROOMS TO BE OPENED IN CAIRO, EGYPT

(Consul General Carroll Sprigg, Cairo, in United States Commerce Reports)

Notice has been received to the effect that large showrooms mainly for the exhibition of tractors, trucks, oil engines, agricultural machinery, motor cars, tires, etc., will be opened soon in Sharia El Sheikh Hamza, near Sh. Soliman Pacha. It is stated these showrooms will give those firms an opportunity for displaying their various goods without incurring the heavy expense of opening branch offices for this purpose. It is expected that an extensive campaign will be entered into relative to displays made in the showrooms. A moderate rent, varying in accordance with space occupied and a commission on the sale of goods exhibited, will be charged.

BARLEY PROHIBITED IMPORT INTO SOUTH AFRICA

P. W. Ward, Assistant Canadian Trade Commissioner in South Africa, under date of January 6, 1921, writes as follows:—

“By a notice in the current *Union Official Gazette*, it is intimated that in view of the risk of introducing dangerous plant pests into the Union, through the importation of barley, the grant of permits under Proclamation 33 of 1920, for the importation of this cereal, excepting consignments already on the sea, will in future be limited to barley for seed purposes only.

This means that barley is prohibited to be imported into South Africa until further notice.”

NEW TARIFF OF BRITISH GUIANA, GRANTING 50 PER CENT PREFERENCE TO COUNTRIES OF THE BRITISH EMPIRE

1. A new Customs Duties Ordinance was assented to in British Guiana on December 24, 1920, giving effect to the Canada-West Indies Preferential Trade Agreement entered into in Ottawa last June.

2. (a) The rates of Customs Duties set forth in Column 1 "British Preferential Tariff" of the Schedules herewith given shall apply to goods, the growth, produce or manufacture of the British Empire.

(b) The rates of Customs Duties set forth in Column 2 "General Tariff" shall apply to all goods not entitled to admission under the British Preferential Tariff.

3. The goods, wares and merchandise, enumerated in the Third Schedule to this Ordinance, which shall be imported into this Colony, shall be exempt from the payment of duty.

MODE OF ASCERTAINING AD VALOREM DUTIES

4. (1) The cost of goods, for the purpose of ascertaining the amount of the ad valorem duty payable thereon, shall be calculated, if the goods have been purchased by the importer or consignor thereof, on the price charged for the said goods by the vendor thereof as verified by the genuine invoice of such goods, and if procured otherwise than by *bona fide* purchase, calculated on the actual market value or wholesale price of such goods at the time of exportation to this Colony in the principal markets of the Country whence such goods were imported: Provided always that the Comptroller or the proper Officer of Customs is satisfied in the case of goods alleged to be purchased of the fact of purchase, that the entries in such invoice are true, and that the invoice is genuine in every particular, and also in the case of such goods or of goods obtained otherwise than by purchase that the price charged for the said goods as represented by the invoice aforesaid or by the entry appears to be a fair market value for such goods, at the place, and at the time that the same were purchased by the importer or consignor thereof.

(2) No discounts or deductions from the value of any goods chargeable with *ad valorem* duty shall be allowed unless such discount or deduction be clearly shown to the satisfaction of the Comptroller or other proper officer on the original invoice or unless the same be verified by the signature of the manufacturer, merchant, or person from whom the goods set forth or described in the invoice were purchased, and by whom such discount or deduction has been or purports to have been actually allowed.

ASSESSMENT OF VALUES EXPRESSED IN FOREIGN COINAGE

5. When any invoice for goods purchased in a foreign Country expresses the value of such goods in the coinage of that Country such value shall be assessed by the Customs authorities in the Colony at the constant exchange value (based on the relative values of the precious metals) of such foreign coinage for sterling money, and the importer shall pay duty, when duty is payable at an *ad valorem* rate, on the amount calculated at such value.

ARTICLES IMPORTED IN BAGS, BOXES, ETC.

6. If any article subject to the payment of specific duty is imported in any bag, box, tin, jar, bottle, or any other package intended for retail sale and marked or labelled or commonly sold as containing or commonly reputed to contain a specific quantity of such article, such bag, box, tin, jar, bottle, or any other package as aforesaid, shall be deemed, as against the importer, to contain such specific quantity. In

all cases where such package is not so marked or labelled or commonly sold or reputed the duty (if payable on weight) shall be calculated on the gross weight of such package and its contents.

COMPOSITE GOODS

7. (1) Goods not prohibited to be imported into or used in the Colony, composed of any article liable to duty as a part or ingredient thereof, shall be chargeable with the full duty payable on such article, or, if composed of more than one article liable to duty, then with the full duty payable on the article charged with the highest rate of duty: Provided that this section shall not apply in the case of any article being a compound of or containing opium in accordance with the last current British Pharmacopœia, and specially imported for medicinal purposes only.

(2) If any article is enumerated in the Tariff, or can be classed under two or more names, headings, or descriptions, and there is a difference of duty, the highest duty provided shall be charged and collected thereon: Provided that the higher duty shall not be exacted in cases where the Comptroller of Customs is satisfied that the article only contains a very small proportion of the article bearing the higher duty.

Section 8 relates to liquors, etc.

Section 9 relates to warehousing explosives.

Sections 10, 11, 12, 13, and 14 relate to drawbacks of duty.

ALLOWANCE FOR BREAKAGE OF GLASS

15. It shall be lawful for the Comptroller of Customs in calculating the duty on glass, glassware and earthenware of all kinds, to make an allowance not exceeding ten per centum of such duty in respect of breakages: Provided that no such allowance shall be made upon articles not made entirely of glass or earthenware.

Section 16 relates to refund on goods for His Majesty's troops or ships.

EXEMPTIONS OF GOODS IMPORTED FOR TEMPORARY USE

17. The Comptroller may give permission to any person to bring into the Colony any goods, wares and merchandise, without payment of duty thereon, upon being satisfied that such goods, wares and merchandise are so brought in for temporary use only. Such permission shall be subject to the following conditions:—

(1) That such goods, wares and merchandise shall be taken out of the Colony within three months of the date of such permission.

(2) That the person to whom such permission is given shall deposit in the hands of the Comptroller the amount of the duty on such goods, wares and merchandise.

If such goods, wares and merchandise are not taken out of the Colony within three months of the date of the said permission, the deposit in the hands of the Comptroller shall be forfeited. If such goods, wares and merchandise are taken out of the Colony as aforesaid, such deposit shall be refunded: Provided that the Comptroller of Customs may in his discretion allow any additional period in the case of paraphernalia imported by Scientific Expeditions; and provided that cameras, telescopes and binoculars which the Comptroller of Customs is satisfied are the *bona fide* property of any person on a temporary visit to the Colony shall be admitted free of duty.

Section 18 relates to export duty.

Sections 19, 20, 21, 22, 23, relate to methods of collecting duty.

24. The Customs Duties Ordinance, 1920, is hereby repealed.

25. This Ordinance shall continue in force until and inclusive of the thirty-first day of December, 1921, unless otherwise enacted by the Combined Courts.

THE FIRST SCHEDULE.

Table of Specific Duties.

		Rates of Duty. British Preferential Tariff.	General Tariff.
1. *Aerated and Mineral Waters—			
(a) Per dozen bottles		\$ 0 16	\$ 0 32
(b) Per dozen splits		0 08	0 16
2. Animals, living—			
(a) Oxen, Bulls and Cows, with or without calves	per head	3 00	6 00
(b) Dogs	"	3 00	6 00
(c) Donkeys	"	1 00	2 00
(d) Horses	"	5 00	10 00
(e) Mules	"	5 00	10 00
(f) Sheep	"	0 50	1 00
(g) Swine	"	0 50	1 00
3. Arms, Ammunition and Explosives—			
(a) Arms:			
Guns, muzzle-loading	each	1 00	2 00
Pistols and revolvers	"	5 00	10 00
(b) Ammunition:			
Percussion caps	per 100	0 04	0 08
Shot	per lb.	0 02	0 04
(c) Explosives:			
Dynamite and preparations of nitro-glycerine certified by the Government Analyst to contain less than 75% of nitro-glycerine, Blasting Gelatine, Gelatine Dynamite or Gelignite, Guncotton, and all other explosives admitted by the Comptroller of Customs as explosives for blasting purposes	per lb.	0 04	0 08
Gunpowder, Rackarock and Fuzes, admitted by the Comptroller of Customs as explosives for blasting purposes	per lb.	0 01	0 02
Gunpowder and all other explosives other than fireworks, not admitted by the Comptroller of Customs as explosives for blasting purposes	per lb.	0 20	0 40
4. Bags and Sacks—			
Empty, and not of paper, canvas or cotton	per doz.	0 15	0 30
5. Beer, Ale, Stout or Porter—			
(a) In bulk	per gallon	0 20	0 25
* (b) In bottle	per gallon	0 22	0 28
6. Biscuits, Bread and Cakes—			
(a) Unsweetened and in barrels	per 100 lbs.	0 30	0 60
(b) Unsweetened and in tins	per 100 lbs.	0 50	1 00
(c) All other kinds	per 100 lbs.	4 00	8 00
7 Bricks	per 1,000	2 00	4 00
8. Buckets and Pails of Metal	per dozen.	0 50	1 00
9 (a) Butter	per 100 lbs.	1 00	2 00
(b) Butter Substitutes	per 100 lbs.	0 50	1 00
10. Candles—			
(a) Tallow	per lb.	0 01	0 02
(b) All other kinds	per lb.	0 05	0 10
11. Cards—			
Playing, per pack not exceeding 53 cards		0 16	0 32
12. Cattle and Other Animal Foods—			
Oilcakes and oilmeal, including cotton seed meal	per 100 lbs.	0 07	0 14
13. Cement, per barrel not exceeding	400 lbs.	0 20	0 40
14. Cheese	per 100 lbs.	1 50	3 00
15. Chemicals—			
(a) Acetic acid:			
(I) Containing 66% and upwards of the real acid	per lb.	0 12	0 24
(II) Containing less than 66% and more than 10% of the real acid	per gallon	0 60	1 20
(III) Vinegar, and substitutes for vinegar, containing less than 10% of the real acid	per gallon	0 10	0 20
(b) Brimstone and sulphur	per lb.	0 01	0 02
(c) Calcium carbide	per 100 lbs.	0 80	1 60
16. Cider and Perry—			
(a) In bulk	per gallon	0 16	0 32
(b)*In bottle	per gallon	0 20	0 40
17. Coal, Coke, etc.—			
(a) Coal, bituminous	per ton	0 25	0 50
(b) Coal, other	per ton	0 25	0 50
(c) Patent fuel and coke	per ton	0 50	1 00
18. Cocoa—			
(a) Including chocolate prepared otherwise than as confectionery	per lb.	0 06	0 12
(b) Raw, and imitations and substitutes thereof	per lb.	0 08	0 16

*Subject to a maximum allowance of 5 per centum for breakage.

THE FIRST SCHEDULE—Continued.

Table of Specific Duties—Continued.

		Rates of Duty.	
		British Preferential Tariff.	General Tariff.
19. Coffee—			
(a) Raw	per lb.	\$ 0 08	\$ 0 16
(b) Roasted, and all imitations of and substitutes for it, including chicory, dandelion and taraxacum (excepting essence of coffee in liquid form)	per lb.	0 08	0 16
20. Confectionery	per lb.	0 06	0 12
21. Cordage	per cwt.	1 00	2 00
22. Cork Manufactures	per lb.	0 10	0 20
23. Fireworks, which in the opinion of the Comptroller of Customs are imported with a view to produce a pyrotechnic effect	per lb.	1 00	2 00
24. Fish—			
(a) Tinned or canned or preserved in jars or bottles	per 100 lbs.	1 00	2 00
(b) Smoked or dried	per cwt.	0 50	1 00
(c) Mackerel and salmon, pickled, per barrel not exceeding	200 lbs.	0 50	1 00
(d) All other sorts unenumerated, per barrel not exceeding	200 lbs.	0 40	0 80
25. Fruit—			
(a) Currants	per lb.	0 01	0 02
(b) Nuts used in the opinion of the Comptroller of Customs as fruit	per lb.	0 01	0 02
(c) Other, dried, canned or preserved, including crystallized fruit (excepting crystallized ginger)	per 100 lbs.	1 50	3 00
26. (a) Ghi	per 100 lbs.	1 00	2 00
(b) Phalkaghi	per 100 lbs.	0 50	1 00
27. Gold Bullion, Balata, Rubber and other substances of a like nature, Venezuelan, per lb., an amount equal to the royalty for the time being.			
28. Grain and Flour and preparations thereof—			
(a) Flour of wheat or grain other than corn, per barrel of	196 lbs.	0 90	1 15
(b) Grain, cornmeal, and all kinds and mixtures and preparations thereof, unenumerated	per 100 lbs.	0 15	0 30
(c) Beans, peas and pulse, all kinds	per 100 lbs.	0 15	0 30
(d) Rice	per 100 lbs.	0 25	0 50
(e) Other farinaceous preparations such as arrowroot, cornflour, macaroni, sago and tapioca and not being animal feeding stuffs	per 100 lbs.	0 50	1 00
29. Grease, including all lubricants whether of animal, vegetable or mineral origin	per lb.	0 02	0 04
30. Hay and chaff	per 100 lbs.	0 05	0 10
31. Jams and jellies	per lb.	0 06	0 12
32. Lard and lard compounds and substitutes	per 100 lbs.	0 50	1 00
33. Lime, all kinds	per ton	1 00	2 00
34. Matches—			
(a) In boxes containing not more than 100 matches each, per gross of boxes (Matches in boxes containing any greater quantity than 100 matches each to be charged in proportion.)		0 75	1 50
(b) Other than in boxes	per 14,400	0 55	1 10
(c) Vestas	per 14,400	0 75	1 50
(d) Match splints, in cases containing each equal to ten gross of matches of the ordinary length	per case	0 75	1 50
35. Meats—			
(a) Beef and pork, pickled or salted, per barrel not exceeding	200 lbs.	1 00	2 00
(b) Canned	per 100 lbs.	1 50	3 00
(c) Fresh, including poultry and game	per 100 lbs.	1 50	3 00
(d) Other kinds, including bacon, hams and tongues	per 100 lbs.	1 00	2 00
36. Metals, Iron and Steel—			
(a) Hoop	per cwt.	0 15	0 30
(b) Galvanized, in bars, rods, sheets or corrugated	per cwt.	0 50	1 00
(c) Black, in bars, rods, sheets or plates, other than boiler plates	per cwt.	0 30	0 60
(d) Nails, other than horseshoe nails and spikes	per cwt.	0 25	0 50
(e) Bolts, nuts, washers and chains	per cwt.	0 40	0 80
37. Oil—			
(1) Petroleum, shale oil and their products when tested in the Abel-Pensky apparatus in the manner laid down in the Schedule to the Proclamation of the 22nd day of December, 1908, made under the Petroleum Ordinance, 1872—			
(a) Refined Petroleum (flashing point 85° Fahrenheit and upwards)	per gallon	0 12½	0 25
(b) Petrol, including gasolene, mineral naphtha, benzine and petroleum spirit	per gallon	0 05	0 10
(c) Oil fuel, distilled, including gas oil and intermediate oils	per 100 gallons	0 50	1 00
If imported in bulk for storage in tanks	per 100 gallons	0 38	0 76
(d) Crude petroleum, including residual oils	per 100 gallons	0 25	0 50
If imported in bulk for storage in tanks	per 100 gallons	0 16	0 32
(2) All other (essential, medicinal other than castor oil and perfumed oils excepted)	per gallon	0 13	0 26

THE FIRST SCHEDULE—Continued.

Table of Specific Duties—Continued.

		Rates of Duty.	
		British Preferential Tariff.	General Tariff.
38. (a)	Opium as defined by the Opium Ordinance, 1916, and Indian hemp as defined by the Indian Hemp Ordinance, 1913	per lb. \$ 6 00	\$ 12 00
(b)	Extract of opium	per lb. 12 00	24 00
(c)	Official tincture of opium or cannabis indica	per gallon 0 80	1 60
39.	Paints, except enamel, including colours and pigments	per cwt. 0 60	1 20
40.	Pitch	per barrel, not exceeding 200 lbs. 0 50	1 00
41.	Pickles and sauces	per reputed quart 0 06	0 12
42.*	Pipes, clay, for smoking tobacco	per gross 1 00	2 00
43.	Rosin	per barrel, not exceeding 200 lbs. 0 50	1 00
44.	Salt—		
(a)	Coarse or rock	per ton 1 25	2 50
(b)	Fine, including table salt	per 200 lbs. 1 50	3 00
45.	Seeds, including black pepper, except seeds for propagation	per lb. 0 01	0 02
46.	Silver, raw	per oz. troy 0 12	0 24
47.	Soap, common	per 100 lbs. 0 60	1 20
48.	Spices—		
(a)	Ginger, raw	per lb. 0 01	0 02
(b)	All other kinds (including ground mustard and pepper)	per lb. 0 02	0 04
49.	Spirits and Strong Waters—		
For every gallon computed by Sikes's hydrometer at proof of spirits of any description (except perfumed spirits) including wood naphtha or methylic alcohol, purified so as to be potable; and mixtures and preparations containing spirits.			
Enumerated Spirits—			
Which shall be held exclusively to be spirits as defined in the First Schedule of the Sale of Food and Drugs (Consolidation) Ordinance, 1918 (No. 38 of 1918):			
(1)	Brandy	} The proof gallon 3 55	4 15
(2)	Gin		
(3)	Whisky		
(4)	Rum		
Unenumerated Spirits—			
Sweetened		the proof gallon 3 55	4 15
(Including liqueurs, cordials, mixtures and other preparations containing spirits; if tested.)			
Not sweetened		the proof gallon 3 55	4 15
(Including liqueurs, cordials, mixtures and other preparations containing spirits; provided such spirits are both unenumerated and unsweetened; if tested.)			
Liqueurs, cordials, mixtures and other preparations containing spirits in bottle, entered in such a manner as to indicate that the strength is not to be tested		the liquid gallon 4 55	5 15
Perfumed spirits, not over proof		the liquid gallon 2 00	4 00
(Being in the opinion of the Comptroller of Customs not potable.)			
Bay rum, not over proof (being in the opinion of the Comptroller of Customs not potable)		the liquid gallon 0 50	1 00
Perfumed spirits, including bay rum over proof		the liquid gallon 4 00	8 00
(Being in the opinion of the Comptroller of Customs not potable.)			
Wood naphtha or methylic alcohol, not purified so as to be potable.		the liquid gallon 0 25	0 50
Methylated, certified by the Government Analyst to contain not less than 10 per centum of wood naphtha and three-eighths of one per cent of Dippel's oil or of mineral naphtha		the liquid gallon 0 50	1 00
Spirituous compounds, being medicines composed of preparations recognized by the British Pharmacopœia, and which the Comptroller of Customs is satisfied are to be used in the compounding of medicines only.		the liquid gallon 0 60	1 20
Other spirituous medicinal preparations:			
Containing not more than 50 per centum of proof spirit		<i>ad valorem. ad valorem.</i>	
Containing more than 50 per centum of proof spirits are to pay duty at the rate of unenumerated spirits.			
51.	Starch	per 100 lbs. 0 80	1 60
52.	Sugar—		
(a)	Refined	per 100 lbs. 0 45	0 90
(b)	Unrefined	per 100 lbs. 0 40	0 80
53.	Tea	per lb. 0 16	0 32

*Subject to a maximum allowance of 20 per centum for breakage.

THE FIRST SCHEDULE—Continued.

Table of Specific Duties—Continued.

		Rates of Duty.	
		British Preferential Tariff.	General Tariff.
54. Tobacco—			
Manufactured, viz.:			
Cigars and cigarettes	per lb.	\$ 1 50	\$ 3 00
Snuff	per lb.	1 50	3 00
Other sorts	per lb.	1 00	2 00
In leaf:			
If in packages containing not less than 400 lbs.:			
Containing not less than 25 lbs. and not more than 38 lbs. of moisture			
in every 100 lbs. weight thereof	per lb.	0 25	0 50
Containing less than 25 lbs. of moisture in every 100 lbs. weight			
thereof	per lb.	0 39	0 78
If in packages containing less than 400 lbs.:			
Containing not less than 25 lbs. and not more than 38 lbs. of moisture			
in every 100 lbs. weight thereof	per lb.	0 30	0 60
Containing less than 25 lbs. of moisture in every 100 lbs. weight			
thereof	per lb.	0 44	0 88
Cigars, cigarettes, tobacco and snuff imported in terms of the Regulations dated 12th November, 1915, made by the Comptroller of Customs under Section 29 and the First Schedule (as amended by Ordinance 14 of 1911) of the Customs Ordinance 7 of 1884, may be admitted to payment of duty on the importer paying 24 cents per pound or fractional part of a pound, in addition to the rates of duty payable under this Ordinance.			
55. Turpentine—			
(a) Crude.	per barrel	0 50	1 00
(b) Spirits of.	per gallon	0 18	0 36
56. Twine, including cotton twine	per lb.	0 02	0 04
57. Varnish and Polish—			
(a) Not containing spirits.	per gallon	0 09	0 18
(b) Containing spirits	per gallon	0 50	1 00
58. Vegetables—			
(a) Dried, canned or preserved	per 100 lbs.	1 00	2 00
(b) Garlic.	per 100 lbs.	0 40	0 80
(c)*Onions	per 100 lbs.	0 50	1 00
59. Wine—			
(a) Sparkling.	per gallon	1 44	1 80
(b) Still:			
(1) In bottle, and containing not more than 26 per centum of proof			
spirit, as verified by Sikes's hydrometer	per gallon	0 60	0 75
(2) In bulk, and containing not more than 30 per centum of proof			
spirit, as verified by Sikes's hydrometer	per gallon	0 48	0 60
For each degree or fraction of a degree of strength of still wine in excess of 26 or 30 per cent (as the case may be) per centum of proof spirit as aforesaid an additional duty of 10 cents per gallon until the strength reaches 42 per centum of proof spirits.			
Wines and spirits in cask or bottle imported in terms of the Regulations dated 12th November, 1915, made by the Comptroller of Customs under Section 29 and the First Schedule (as amended by Ordinance No. 14 of 1911) of the Customs Ordinance No. 7 of 1884, may be admitted to payment of duty on the importer paying 48 cents per gallon, or fractional part of a gallon, in addition to the rates of duty payable under this Ordinance.			
60. Wood and Timber—			
(a) Pitchpine, undressed		1 50	3 00
(b) Pitchpine, dressed		2 50	5 00
(c)†Lumber, undressed, other than pitchpine	per 1,000 feet board measure	2 40	4 80
(d) Lumber, dressed, other than pitchpine, per 1,000 feet board measure		4 00	8 00
(e) Shingles, wooden, of all kinds	per 1,000	0 40	0 80
(f) Shooks, for making puncheons, hogsheads or barrels for holding rum or molasses per pack or packs containing shoos for 1 puncheon, or 2 hogsheads, or 3 barrels	per pack or packs	0 24	0 48
(g) Staves and headings:			
White oak	per 1,000 pieces	4 00	8 00
Of every other description, excepting staves and headings for biscuit barrels	per 1,000 pieces	3 00	6 0

*Subject to an allowance of 12½ per centum for deterioration on voyage in lieu of any allowance for survey.

†Spruce and white pine lumber not grooved, tongued or dressed, to be subject to a reduction of 5 per centum for splits.

And in addition to each of the duties enumerated in the above Schedule five per centum thereof, provided that the additional five per centum shall not be charged on Matches, or Gold Bullion, Balata, Rubber and other substances of a like nature coming from Venezuela.

And at these rates upon any greater or less quantity of such goods, wares and merchandise respectively.

Provided that the following articles shall not be allowed to be entered for consumption or use within the Colony:—

AERATED AND MINERAL WATERS containing lead, copper, arsenic or other matter which in the opinion of the Comptroller of Customs is injurious to health.

DYNAMITE and preparations (other than Blasting Gelatine, Gelatine Dynamite and Gelignite), containing more than 75% of nitro-glycerine.

BUTTER AND BUTTER SUBSTITUTES, where the proportion of fat is less than 75 per centum.

LARD AND LARD COMPOUNDS AND SUBSTITUTES containing more than 1 per centum of water.

REFINED PETROLEUM which gives off an inflammable vapour at a temperature of less than 85 degrees Fahrenheit when tested in the Abel-Pensky apparatus in the manner laid down in the Schedule to the Proclamation of the 22nd day of December, 1908, made under the Petroleum Ordinance, 1872.

SKINS, or any portions thereof of wild Birds protected under the Wild Birds Protection Ordinance No. 31 of 1919, except those imported for the use of Museums or Scientific and Educational Institutions.

SPIRITS of a lower strength than 25 under-proof or which do not conform to the standards of purity defined in the First Schedule of the Sale of Food and Drugs (Consolidation) Ordinance, 1918, except such as may be passed by the Comptroller of Customs as Liqueurs.

TOBACCO-IN-LEAF containing more than 38 lbs. of moisture in every 100 lbs. weight thereof.

Where in any case in the Schedule reference is made to any article as packed in a particular way, or imported in a particular form, the same duty shall be imposed on such article if packed in any other way or in any other form imported; and the amount of duty payable in any such case shall be computed by the Comptroller so as to equal as nearly as may be, but be not less than, the amount of duty payable in the like case if the article had been packed in the usual way or imported in the usual form.

Bottles not measured on importation shall be taken to contain as follows:—

Imperial quarts—a quarter of a gallon.

Imperial pints—an eighth of a gallon.

Reputed quarts—a sixth of a gallon.

Reputed pints—a twelfth of a gallon.

Bottles of Wines and Spirits measured singly on importation to be measured up to .001 of a gallon.

THE SECOND SCHEDULE.

Table of Ad Valorem Duties.

Articles.	British Preferential Tariff.	General Tariff.
Machinery (and component parts thereof), viz.:—		
Machines or sets of machines to be worked by steam, water, fire or other power, or which before being brought into use, required to be fixed with reference to other moving parts, and which are intended—		
(a) machinery for preparation of rubber	Free	5 p.c. ad val.
(b) for agricultural and industrial purposes when passed by the Comptroller of Customs	Free	5 p.c. ad val.
(c) for brick and tile-making	Free	5 p.c. ad val.
(d) for the preparing and ginning of cotton	Free	5 p.c. ad val.
(e) for electric lighting	Free	5 p.c. ad val.

THE SECOND SCHEDULE—*Concluded.**Table of Specific Duties—Continued.*

Articles.	British Preferential Tariff.	General Tariff.
Machinery and component parts thereof, viz.:—Con.		
(f) for railway and power plant	Free	5 p.c. <i>ad val.</i>
(g) for mining, milling and cyaniding, including hand pumps used in the gold fields in surface mining	Free	5 p.c. <i>ad val.</i>
(h) for the draining of land, the manufacture or preparation of the produce of raw materials, or for use in the manufacture or preparation of manures	Free	5 p.c. <i>ad val.</i>
(i) for sawmills, foundries and factories of whatever kind	Free	5 p.c. <i>ad val.</i>
(j) for steam and motor boats, launches and barges	Free	5 p.c. <i>ad val.</i>
(k) for the construction of gas works	Free	5 p.c. <i>ad val.</i>
(l) for the reaping and preparation of rice for the market	Free	5 p.c. <i>ad val.</i>
(m) for the clearing of land and for the removal of tree stumps and roots for the purposes of cultivation	Free	5 p.c. <i>ad val.</i>
(n) for use in the bauxite industry which the Comptroller of Customs is satisfied has been imported solely for that purpose	Free	5 p.c. <i>ad val.</i>
(o) Steam diggers	Free	5 p.c. <i>ad val.</i>
(p) Steam dredgers	Free	5 p.c. <i>ad val.</i>
(q) Other, including electric, not particularly exempted in the Third Schedule	10 p.c. <i>ad val.</i>	20 p.c. <i>ad val.</i>
NOTE.—The term "Machinery" does not include tools and implements to be worked by manual or animal labour; and only such articles shall be admitted as component parts of machinery as are indispensable for the working of the machinery, and are, owing to their shape or to other especial qualities, not adapted for any other purposes.		
Machinery accessories and other appliances or apparatus hereinafter specified, and which are intended—		
(a) for industrial purposes, viz.: Cane carrier, lifter and elevator chains, iron bridges, iron cane punts, grating bars, and steam fittings of every description	Free	5 p.c. <i>ad val.</i>
(b) for use in cyaniding and industrial purposes, viz.: Tanks, passed as such by the Comptroller of Customs	Free	5 p.c. <i>ad val.</i>
(c) for use in electric lighting and for railway power plant, viz.: Wire	Free	5 p.c. <i>ad val.</i>
(d) for use in electric street lighting and locomotion, viz.: Motors and their parts, controllers and their parts, rheostats and rails and their appendages	Free	5 p.c. <i>ad val.</i>
(e) for use in connection with electric lighting when imported by the Mayor and Town Council of Georgetown or New Amsterdam for lighting any street or place belonging to them, or subject to their control, viz.: Implements.	Free	5 p.c. <i>ad val.</i>
(f) for use in mining, viz.: Trucks and rails, wire cables, wheels and pulleys, ore buckets, battery perforated metal screens, belt conveyers, automatic samplers, amalgamated plates, pipes and drill steel	Free	5 p.c. <i>ad val.</i>
(g) for the construction of steam boats and barges, viz.: Angles, plates and other materials	Free	5 p.c. <i>ad val.</i>
(h) for the construction of gas works, viz.: Gasometer, pipes and retorts.	Free	5 p.c. <i>ad val.</i>
(i) for use exclusively in the manufacture of sugar or for the storage or supply of water, viz.: Pans, tanks, teaches and other vessels	Free	5 p.c. <i>ad val.</i>
(j) for use exclusively in connection with any machinery exempted from duty under this schedule	Free	5 p.c. <i>ad val.</i>
(k) apparatus and appliances to be used exclusively in the distillation of rum	Free	5 p.c. <i>ad val.</i>
(l) for the cultivation, collection and preparation of rubber	Free	5 p.c. <i>ad val.</i>
(m) for use with machinery admitted for the bauxite industry	Free	5 p.c. <i>ad val.</i>
(n) Steam boilers of every description, and steam boiler plates, fittings, mountings, tubes and lagging	Free	5 p.c. <i>ad val.</i>
All other articles not in this or the First Schedule particularly mentioned or in the Third Schedule particularly exempted	10 p.c. <i>ad val.</i>	20 p.c. <i>ad val.</i>
Provided that Patent or Proprietary Medicines gazetted as such by order of the Medical Board not containing more than 50 per centum of proof spirit shall pay.	25 p.c. <i>ad val.</i>	50 p.c. <i>ad val.</i>

And in addition to each of the duties enumerated in the above Schedule, 10 per centum thereof.

THE THIRD SCHEDULE

TABLE OF EXEMPTIONS FROM DUTY

1. Advertising matter of no commercial value passed as such by the Comptroller of Customs.
2. Agricultural Implements passed as such by the Comptroller of Customs.
3. Animal Charcoal.
4. Articles passed by the Customs authorities as the personal baggage of passengers arriving in the Colony from abroad.
5. Articles passed by the Comptroller of Customs subject to the sanction of the Governor, as imported for the official use of the Consulate of any foreign Country or Place: Provided that a similar privilege in respect of similar articles is accorded by the laws and customs of such foreign Country or Place to His Majesty's Consulate therein.
6. Articles sent to the Colony for repair or improvement when passed by the Comptroller of Customs.
7. Artificial Limbs.
8. Bank Notes (signed).
9. Bottles, empty, passed by the Comptroller of Customs as suitable for preserves.
10. Bee Culture, Implements and Supplies used in, passed as such by the Comptroller of Customs.
11. Belting for Machinery.
12. Bullion and Coin other than raw silver Mexican dollars and Venezuelan gold bullion.
13. Chemicals and other substances, which the Comptroller of Customs is satisfied are imported for the purification of water.
14. Chemicals and other substances necessary for the Cyanide Process in Gold Mining; also Chemicals for use in the preparation of Rubber.
15. Chemicals and Materials other than Splints used in the preparation of Matches passed by the Comptroller of Customs for such purpose.
16. Chimneys or Smoke Stacks imported exclusively for use in connection with any machinery exempted from duty under this Schedule.
17. Cinematograph Films.
18. Cotton Seeds.
19. Drugs and appliances imported by or for the use of the Society for the Prevention and Treatment of Tuberculosis and for the Baby Saving League.
20. Fire Engines and hose and couplings for the same, and fire extinguishers; also hose used in connection with pumps employed in the gold fields in Surface Mining.
21. Fish, fresh, not imported in cold storage.
22. Fruits, Vegetables and Ground Provisions not preserved and not enumerated in the Table of Specific Duties of Customs.
23. Furniture and Ornaments of a non-consumable nature proved to the satisfaction of the Comptroller of Customs to be imported for any place of worship of the Christian Religion in the Colony.
24. Goods, Stores, Arms and Ammunition imported by order of the Governor of the Colony.
25. Hides and skins (raw).
26. Horses, Baggage, and Furniture of Officers on Imperial Service in His Majesty's Naval and Military Forces.
27. Ice.
28. Locks and Sluices for Sea Defences, Water Supply or Drainage of Land.
29. Launches and Steamers of all kinds.
30. Library appliances and all articles and materials imported exclusively for the use of the Georgetown Public Free Library.
31. Locomotive Engines and Railway Plant, including Street Railways or Tramways.

32. Motor Omnibuses imported by a contractor with the Government for the carriage of mails, passengers and their baggage.
33. Manures, Vermin-Killers and Insecticides, including Sulphate of Ammonia, Nitrate of Soda, Lime, Paris green, Arsenite of Soda and other substances which the Comptroller of Customs is satisfied are imported for use as manure or as remedies for diseases of plants or preventives of attacks by rats or other vermin or by insects on plants and animals.
34. Medals for numismatic collections.
35. Milk, condensed or otherwise preserved.
36. Mosquito proof netting and mosquito proof gauze as approved by the Comptroller of Customs.
37. Old iron.
38. Packages in which goods are imported, including Carboys, and Drums containing Sulphuric Acid, except Trunks and Canisters, and except Hogsheads and Puncheons not containing Tobacco. Coals, Wines or Spirits, and except second hand packages containing lime and unsuitable for containing spirits and except inner packages of a fancy description.
39. Packages and bags exported filled with produce and returned empty passed as such by the Comptroller of Customs.
40. Paraphernalia for use by Registered Friendly Societies, including Regalia, Recognition Badges, Banners, Certificates, Emblems of Societies passed as such by the Comptroller of Customs.
41. Patterns and Samples, subject to any Regulations in that behalf made by the Governor-in-Council.
42. Photographs, unframed.
43. Pipes to be exclusively used for the sinking of artesian wells.
44. Plans.
45. Postage stamps.
46. Poultry.
47. Printed Books, Maps and Almanacks, including illustrated picture books and alphabetical cards for educational purposes.
48. Printing presses, and types, printing paper ordinarily used for the printing of newspapers, posters, printed books and the like, printers' cards, paper used for book-binding or book covers and paper used for printing forms supplied under contract to the Government, printing ink and printing ink reducers and driers used exclusively for letter press printing, composition, and all book-binders' sundries, including leather, canvas, and cloths, straw boards, gold leaf, glue and thread, imported by or on behalf of the conductor of any newspaper or printing establishment for the exclusive purpose of being used by him in the course of his trade.
49. Provisions and Stores of every description imported by His Majesty's Government for the use of His Majesty's Naval or Military Forces.
50. Quinine, Hydrochlorate and Sulphate of and euquinine.
51. Scientific apparatus, utensils, instruments, and preparations including absolute alcohol for preserving purposes imported exclusively for the purpose of prosecuting scientific investigations on behalf of any college, academy, school, or seminary of learning, and not for sale or exchange, subject to such regulations as the Comptroller of Customs shall prescribe.
52. Sewing Machines.
53. Specimens illustrative of Natural History.
54. Seeds, garden; bulbs and roots, trees, plants, vines and seeds, and grains of all kinds for propagation or cultivation.
55. Telegraph instruments and other materials imported by telegraph companies and necessary for the construction and use of their works, offices and stations in the Colony. Telegraph forms, telephones and materials necessary for the construction of telephones.

56. Thymol.
57. Tools used by artisans, woodcutters, miners and gold diggers, passed as such by the Comptroller of Customs.
58. Uniforms, Naval, Military, Civil or Consular, also Uniforms, arms, ammunition, accoutrements, and prizes imported by or for the use of His Majesty's Naval or Military Forces, or the Colonial Militia, or the Police Force, or any Volunteer Force or Rifle Association sanctioned by the Governor.
59. Vaccine lymph, and medicinal serum.
60. All stores landed from an Immigrant vessel for the purpose of feeding the Immigrants conveyed thereby in terms of Contract of Conveyance, and subsequently certified by the Immigration Agent General to have been so used.
61. All materials for use in Railways or other special works which in the opinion of the Governor-in-Council may be useful in the development of the resources of the Colony.
62. All materials and articles imported by or on behalf of the Mayor and Town Council of Georgetown, or of New Amsterdam, or to be used for the maintenance or upkeep of any Village or Country District worked under the Local Government Board to the satisfaction of the Comptroller of Customs for municipal purposes.
63. All drugs and appliances imported with the approval of the Surgeon General for the relief and control of Ankylostomiasis.
64. All cement, iron-work, ferro-concrete, and building materials for construction of the Roman Catholic Cathedral, Georgetown, to the satisfaction of the Comptroller of Customs, to an amount of duty not exceeding six thousand dollars for the period of reconstruction.
65. Articles not exempt from duty which in any particular case may be exempted by order of the Governor-in-Council, provided that the list of all such special exemptions be laid before the Combined Court each year at its annual session.

PROSPECTS FOR MACHINERY IMPORTS IN BRAZIL

Trade Commissioner E. Leonard McColl, Rio de Janeiro, writes as follows under date January 12, 1921, with respect to the present prospects for machinery imports into Brazil:—

Brazil, under normal financial conditions, should be the best country in the world next to Canada for selling contractor's equipment, machine tools and wood-working machinery. This country, which before the war produced very few manufactured products even for its own use, is now developing in all lines of finished goods, such as cotton, woollen and silk textiles, boots and shoes, and the finest of furniture and cabinet work. Railroad and dock construction are only in the commencement so far as requirements are concerned, but new work is continually being undertaken and the mileage is gradually increasing. One company has just finished a plant for building ships up to 3,500 tons, including the making of the engines. This spirit of home production is the outcome of the war. Of course nothing in machinery is made here as yet, and it will be some time before this can be done. These things are mentioned to show that the machinery and tool market is a growing and not a decreasing one.

There are some large public enterprises projected and others under way by American and English companies. One American concern is at the point of commencing two docks to be furnished with up-to-date loading cranes. There is also a programme for extension of railroad trackage in the state of Sao Paulo.

But at the present moment the financial state of the country is very much upset. The milreis is 7 to the dollar, whereas six months ago it was 4 to the dollar. Merchants will not buy. They will not accept drafts for what has been ordered, even though the goods are on the docks. Importers are waiting for a rise in their

currency On the other hand the banks seem to be acting very carefully and cautiously. At the expense of their business they are for the moment withholding millions of dollars, which are held as deposits, from circulation as loans.

The financial question is one that requires careful study. Heretofore, terms have generally been 90 days sight or 120 days date draft. Personally, I think the date draft the better. Once a merchant accepts the draft he has to pay it at maturity or fail. However, if the exchange is against him he may choose not to accept the draft. Then it is necessary for the exporter to dispose of his goods the best way he can. He could not collect anything by prosecuting the defaulter even though the goods had already arrived.

SEA FISHERIES OF THE UNITED KINGDOM: PRELIMINARY RETURNS FOR 1920

TRADE COMMISSIONER HARRISON WATSON

London, January 25, 1921.—The preliminary figures of the quantities of fresh fish landed in the United Kingdom by British vessels during the year 1920 have now been issued by the Ministry of Agriculture and Fisheries as regards England and Wales, and by the Fishery Departments of Scotland and Ireland.

A study of these combined results shows that steady progress has continued and that the restoration of the fisheries to prewar magnitude is now well in sight.

It is true that the quantities of wet fish landed in Ireland last year show a falling-off, a position probably due to the particular conditions prevailing, but in any case the fisheries of Ireland are small in comparison with those of the other kingdoms.

The statistics of both wet and shellfish as regards quantities and values are reproduced in comparison with 1919 and also 1913, and it will be noticed that prices are still extremely high.

It is to be anticipated that some decline must take place now that the prices of food generally are falling, but in the meantime those engaged in the fishing industry are complaining that under existing conditions it is difficult to make both ends meet.

	1913		1919		1920	
	Quantity Cwt.	Value £	Quantity Cwt.	Value £	Quantity Cwt.	Value £
England and Wales—						
Wet fish.. ..	16,152,374	10,009,326	10,308,449	18,495,216	14,584,884	21,203,472
Shell fish		327,363		527,997		615,471
Scotland—						
Wet fish.. ..	7,259,883	3,723,357	5,941,162	6,063,739	6,325,939	6,519,983
Shell fish		71,965		84,206		106,468
Ireland—						
Wet fish.. ..	636,807	280,945	644,399	589,386	544,620	440,420
Shell fish		28,822		14,400		12,366
Totals—(Quantity wet fish) (value all fish)	24,049,064	14,441,778	16,894,030	25,784,894	21,455,443	28,898,186

IMPORTS OF FRESH FISH

In view of the fact that Canada furnished fish in considerable quantities to the United Kingdom during the war period of restricted supplies, it is interesting to reproduce the Board of Trade statistics of "Fish (not of British taking), Fresh or Frozen, including Shell Fish, Fresh (except Oysters for breeding)."

	1913		1919		1920	
	Quantity Cwt.	Value £	Quantity Cwt.	Value £	Quantity Cwt.	Value £
	2,316,970	1,169,171	1,067,235	2,165,917	1,292,466	1,763,435

ARTICLES FROM ABROAD WHICH ARE IN DEMAND IN NIGERIA

The following notes on the articles in demand in the import trade of Nigeria are excerpted from the White Book recently published from the Customs House, Lagos, Nigeria, on the Development of Trade Relations between Canada and Nigeria, from which quotations were made in the last number of the *Weekly Bulletin* (page 240):—

Arms and Ammunition.—Non-percussion or flintlock guns, generally known as Dane guns in West Africa, black powder in bags and kegs of 2, 4, 8, 10 lb. (flasks were popular in prewar days), lead shot in bags and kegs, and gun flints formed before the war an important section of trade.

Bags and Sacks.—Gunny bags are used for exporting produce. The bags used in 1919 for exporting cocoa, groundnuts, and palm kernels only, were over three and a half million. In the Munshi province the natives manufacture grass bags, 42 in. by 28 in. and 28 in. by 15 in., at a cost of 6d. and 3d. each, which would be useful for distribution to native middlemen engaged in the local produce trade.

Boats, etc.—The natives are expert canoe makers; lighters, gigs and surf boats are imported for use of the Government, European firms and shipping companies. The Public Works Department at Lagos have recently constructed a reinforced concrete lighter, which is used for carrying timber. Oakum, zinc sheets, and other materials for repairing canoes and boats are in demand.

Brushes.—The trade requires brushes for household use, such as scrubbing brushes, hard and soft brooms; paint brushes, white-wash brushes for cooper's use, and stencil brushes for marking bags, etc., are in demand. Brushes should be bound with copper or zinc wire to strengthen them.

Builders' Materials and Supplies.—Such materials are in great demand by African traders—white pine, pitch pine planks, $\frac{1}{2}$ in. to 3 in. by 9 in. by 20 ft.; deals, 12 ft. to 20 ft.; scantlings, 12 ft. to 20 ft.; galvanized corrugated iron, 24 gauge to 32 gauge, 6 ft. to 8 ft. in length, in large quantities. The lower grades of iron sheeting are in most demand on account of their lightness; gutters and ridging, galvanized nails and washers, sheet glass, nails, screws (both wire and brass), cement and lime are also in demand. Increased production locally of supplies of building materials appears possible; a commencement has been made with timber, tiles, and lime, and it may be said that with the local production of such materials the cost of buildings will be about the same as before the war. The principal houses are built of concrete or brick, with corrugated iron roofs, but tile roofs are being used on new buildings. No attempt has yet been made to build wooden houses. There is a very great demand for all kinds of building materials and supplies, both for European and African up-to-date dwelling houses, shops, offices, etc.

Chemists' and Druggists' Goods, Disinfectants, etc.—A big trade is done in all trading districts with drugs and patent medicines, such as iodide of potassium, iodoform, embrocations, cough mixtures and patent pills of all kinds. Petroleum jelly, castor, eucalyptus and sandal wood oils have a large sale, and a number of well-known disinfectants are sold.

China, Glassware, etc.—Except for European requirements, china articles are not in demand. Earthenware is imported for African trade in the form of soup plates, rice dishes, nappies and basins, jugs, mugs, bowls, etc., but it had, before the war, been superseded by enamelware in the river districts, though both were in demand, especially in Lagos. The continental earthenware was placed on the market at a low price. These goods should be packed in palm oil casks, so that the package can be used. Tumblers of all sizes, jugs and mirrors were all formerly imported from the continent. Glasses and enamelware obtained from the United Kingdom, although of a better finish, were before the war too expensive for the Nigerian trade.

Coopers' Stores.—Tenter hooks, coopers' tacks and rivets, all in kegs of 1 cwt. each. Casks of 38 in. and 40 in. heads in bundles of shooks for nine casks, and the heads for nine casks, in one made up cask. Hoop iron is also required in making up the casks. Taking the exports in 1919 of palm oil at 3 casks for 2 tons, over 150,000 casks carried the exports. Merchants engaged in the produce trade require large stocks of casks distributed to their African customers who collect the produce.

Enamelware.—Dishes, pie-dishes, plates, mugs, frypans, saucepans, basins, bowls, rice dishes, etc., meet with a great demand, but, as in glassware, all were imported from the continent, suiting the purpose for which they are required, and being much cheaper than similar imports from the United Kingdom.

Fancy Goods. Fancy goods of all descriptions are in demand, but this is a precarious trade as goods deteriorate rapidly.

Furniture, etc.—There is a large demand for modern furniture owing to increased wealth among the people and improvement in style of living. There is a ready sale for cheap furniture of all kinds, including Madeira cane furniture and bentwood furniture with cane seats, brought from Austria before the war, as well as folding chairs, camp stools, and camp equipment of all kinds. Camp beds and iron bedsteads, straw mats, household linen, cushions, table covers, etc., in medium qualities are also in demand. Some amount of plain furniture is made in the country, as there are large supplies of furniture wood available.

HAIRDWARE, IRONMONGERY, CUTLERY, ETC.

The goods imported under this group consist of the usual lines—hatchets, matches, cooking utensils, door locks, hasps, staples, padlocks, nails, screws, etc.; hoes, spades and agricultural implements of all descriptions; knives, forks, spoons and all descriptions of cutlery (good qualities and cheap qualities). Table lamps and lanterns (Dietz pattern principally) and candle lamps. Tin trunks and uniform cases are specially in demand. Iron bars are imported for building purposes and for use by blacksmiths, iron blocks of various kinds are also imported for use by blacksmiths in making various implements; it has been reported from Bauchi province that blocks eighteen inches by four inches by two and a half inches are in demand. Files used to be an important import for the Ibu trade, the broad end was flattened out and the pointed end driven into a wooden club. Iron pots from half to 50 imperial gallons are in great demand; camp stores, coal pots, etc., are also in demand. Galvanized measures of standard sizes are in use in the river districts in connection with the kernel trade half-bushel, 1 bushel, 7 bushel and 14 bushel, the two latter fixed on wheels and made to tip easily. In the Calabar district a three-bushel measure is used known as a "tub," as well as one-fourth and half "tub" sizes.

In connection with the palm oil trade galvanized iron measures are used for the buying of oil in small quantities in the river district—piggins of about 2½ imperial gallons, barrels of 9 imperial gallons and half puncheons of about 90 imperial gallons. All the above-mentioned measures are fitted with handles on each side. Galvanized iron buckets and similar receptacles are in demand. Small galvanized iron anchors and chains for canoes are in demand. Cheap tools and farming implements of all descriptions of fair quality, and, where they exist, imitations of native-made implements meet with ready sale.

Jewellery and Watches.—The quality of the jewellery and watches imported into Nigeria is inferior. Rings, necklets, bracelets and watches of a cheap and showy quality meet with a fair demand. Cheap jewellery was an important line in the trade of the Continent.

Leather and Leather Goods.—There is a sale for boots and shoes of all descriptions, but not to any great extent, and then chiefly amongst African clerks and Europeans.

Machinery, Engines, etc.—Motor and other engines are in demand. Palm kernel nut-cracking machines are in use. Corn mills both hand and machine-driven have been successfully introduced. Little has been done in testing machinery for saving labour and extending and improving production. There is a large local rice industry in some parts in Nigeria, but there are no husking machines of any kind; similarly all the main industries are in need of machines, and introduction of machinery is a matter that has not been given sufficient attention.

Weighing machines and scales of all kinds are required for purchasing produce and for shop use.

Paints, Oils, Soaps, etc.—Paints, paint oil, turpentine, etc., are imported in quantities; also kerosene in cases, petroleum and motor spirit. Soap is in great demand. The common yellow bar soap is most popular; there is some demand for the carbolice brand and also for toilet soaps.

OIL INDUSTRY IN BARBADOS

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, January 19, 1921.—For some time past considerable attention has been attracted to Barbados through the activities of an English company now prospecting for oil in the island, and who are to establish later an oil fuel bunkering station for ships.

As inquiries have been made by Canadians in regard to the prospects here for finding oil, it would appear desirable to repeat as briefly as possible the facts set out a few years ago in a report on this subject. This report mentioned the attempts that were being made to enact such legislation as would induce drilling operations to be undertaken, and at the same time safeguard the property owners of the island. The estates are as a rule small and under such intensive cultivation as to give the whole island the appearance of a garden. Care must therefore be taken, as far as possible, to prevent destruction of the cultivated areas by the indiscriminate laying down of drilling plants. It was necessary also to prevent any company obtaining a monopoly of the prospective oil fields, and when a franchise had been granted to a company, to stipulate that operations were to be begun within a reasonable time. A Government bill was finally passed along these lines, which protected in other respects the interests of any company desiring to drill for oil, and also the land owners of the island.

OIL FUEL SUPPLY STATION

After the passing of the above-mentioned act an English company, called the Anglo-Saxon Petroleum Company, Limited, attracted no doubt by the prospect of a local supply of oil, received a franchise from the Government to establish an oil bunkering plant and to go into the business of supplying ships with oil fuel. It was found, however, after the charter had been granted, that a large number of shares of the company were held by foreign corporations, and that it was therefore not wholly a British company, and under the direction of the Secretary of State the Government were obliged to cancel the privileges granted, and the company were therefore unable to proceed in their enterprise and consequently withdrew.

LEGISLATION AND HISTORY BEARING ON OIL OPERATIONS

In 1919 an act was passed by the Government authorizing the British Union Oil Company, Limited, a company registered in England with its head office in London, to construct and maintain a petroleum station including storage tanks and pumping station, etc. Under the act the company was granted very wide privileges contingent on the fact that their operations should be begun within a fixed period.

It may be useful now to give an account of some of the operations in the past in connection with oil finding in this island. Some forty years ago the evidences of oil were so clear that hand-made wells were sunk in various places, and some yield

of oil was obtained, the oil being marketed at a paying price in Europe for lubricating purposes. This induced an English company to obtain the necessary legislation and to establish an oil-boring plant. Wells were put down in several places and to considerable depth, and some oil was obtained, but probably not in sufficient quantities to prove a paying speculation, as after a few years the company ceased work. Many evidences of oil are to be found throughout the island—outcropping oil sands appearing in many localities. Solidified oil in the form of manjak has been mined and exported for many years.

AN EXPERT OPINION ON THE PROSPECT FOR OIL

The success of the oil fields in Trinidad induced the Government of Barbados to appoint a geologist with large experience in oil fields, and familiar with conditions in Trinidad, to make a survey and report. His report fully covered the geological history of the island, the various formations, the successive periods of upheaval, and some account of the extent and manner in which the underlying oil sands were deposited. The practical matter of oil finding was also gone into, and the reasons given why the former company had such a small measure of success. The tone of the report more fully than its letter, showed that the writer was of the opinion that a considerable quantity of oil-bearing sands were underlying the surface formation, and stated in conclusion that "a prosperous, if not a very large local industry for oil producing and refining, can be established in Barbados." This report is now available with maps of the areas in which drilling operations are recommended.

THE BRITISH UNION OIL COMPANY, LIMITED

The *Oil and Petroleum Manual* for 1920 contains the following statement in regard to the British Union Oil Company, Limited. This company was registered in England in 1914 with a capital of £6,000,000, of which 700,515 shares were fully paid up. A dividend of 7½ per cent was paid in 1916. They are interested in the Union Oil Company of California, and in the British Mexican Petroleum Company, Limited, and it is remarked that the company is at present investigating the oil resources of Barbados.

As the law now stands, it is competent for any other company or firm to request a Provisional Order granting them privileges to sink oil wells in the island and to possess all privileges now enjoyed by the British Union Oil Company, Ltd.

THE ACTIVITIES OF THE OPERATING COMPANY

It is understood that the present operating company have by private arrangement and otherwise acquired a number of areas believed to be the most promising in the island for oil. They have established a very considerable plant and imported a large quantity of piping, tanks and material for storing oil. Their operations are on such a large scale that it is evident they consider the prospects for finding oil exceptionally good. In a recent statement, this company declared that initial boring operations at several points had proved fairly satisfactory, and that the information they had obtained in regard to the strata was most valuable. They also stated definitely that "in the spring of 1921 operations throughout the island will have developed sufficiently to enable . . . to go ahead for purely productive purposes."

Any Canadian firm desiring to obtain fuller information can be furnished at once with the Government report on this subject, together with the maps and plans showing the location of the oil sands.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING FEBRUARY 9, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 9; those for the week ending February 2 are also given for the sake of comparison:—

		Parity.	Week ending February 2 1921.	Week ending February 9, 1921.
Britain.. . . .	£	1.00	\$4.86	\$4.3095
France	Fr.	1.	.193	.0801
Italy.. . . .	Lira	1.	.193	.0409
Holland.. . . .	Florin	1.	.402	.3802
Belgium.. . . .	Fr.	1.	.193	.0841
Spain	Pes.	1.	.193	.1572
Portugal	Esc.	1.	1.08	.1208
Switzerland.. . . .	Fr.	1.	.123	.1796
Germany	Mk.	1.	.238	.0181
Greece.. . . .	Dr.	1.	.193	.0822
Norway.. . . .	Kr.	1.	.268	.2076
Sweden.. . . .	Kr.	1.	.268	.2457
Denmark.. . . .	Kr.	1.	.268	.2165
Japan.. . . .	Yen	1.	.498	.5428
India.. . . .	R.	1.	.342	.3246
United States.. . . .	\$	1.	1.00	1.1193
Argentina.. . . .	Pes.	1.	.965	.8982
Brazil.. . . .	Mil.	1.	.546	.1707
Roumania	Lei	1.	.193	.0156
Jamaica.. . . .	£	1.	4.86	4.303
Barbados.. . . .	\$	1.	1.	.89 to .91
British Guiana	\$	1.	1.	.89 to .91
Trinidad.. . . .	\$	1.	1.	.89 to .91
Dominica.. . . .	\$	1.	1.	.89 to .91
Grenada.. . . .	\$	1.	1.	.89 to .91
St. Kitts.. . . .	\$	1.	1.	.89 to .91
St. Lucia.. . . .	\$	1.	1.	.89 to .91
St. Vincent.. . . .	\$	1.	1.	.89 to .91
Tobago.. . . .	\$	1.	1.	.89 to .91

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

2712-2715. **Apples.**—Four Norwegian apple agents ask to be placed in touch with exporters of boxed apples, with a view to business next season.

2716. **Apples.**—A Swedish apple agent asks to be placed in touch with exporters of barrelled apples, with a view to business next season.

2717. **Apples.**—A Copenhagen firm of apple brokers ask to be placed in touch with exporters of apples, with a view to business next season.

2718. **Apples.**—A Birmingham firm asks to be placed in touch with Canadian apple exporters, with a view to business next season.

2719. **Apples.**—A Dutch firm asks to be placed in touch with Canadian apple exporters, with a view to business next season.

2720. **Apples.**—A Swedish firm of apple agents ask to be placed in touch with exporters of apples, with a view to business next season.

2721. **Apples.**—A Belgian firm ask to be placed in touch with Canadian apple shippers, with a view to business next season.

2722-23. **Apples.**—Two Swedish apple agents ask to be placed in touch with exporters of apples, with a view to business next season.

2724. **Apples.**—A Dutch firm ask to be placed in touch with Canadian apple exporters, with a view to business next season.

2725-2726. **Apples.**—Two Paris firms of apple importers ask to be placed in touch with exporters of apples, with a view to business next season.

2727. **Apples.**—An Antwerp firm of apple importers ask to be placed in touch with Canadian apple exporters, with a view to business next season,

Miscellaneous

2728. **Pine doors.**—A Grimsby firm ask for c.i.f. quotations on pine doors of the usual stock sizes, for shipment to Liverpool.

2729. **Sugar for France.**—A firm in Paris, France, invite quotations for the following: 5,000 tons American granulated sugar, 99 per cent polarization, delivery c.i.f. Trieste; 3,000 ditto, delivery c.i.f. The Piraeus (Greece); 3,000 tons American granulated sugar, 99 per cent polarization, delivery c.i.f. Constantinople. In addition to the above, acting as agents for a European Government, they invite quotations for 10,000 to 15,000 tons of American granulated sugar, 99 per cent polarization, delivered c.i.f. Trieste, during the months of February and March. Tenderers are requested to specify amount that could be shipped in February, also in March. Conditions of payment in both cases, 25 per cent of the amount of invoice upon shipment, the remainder payable in six months or a year plus 6 per cent interest on deferred payments. When quoting, method of packing must be specified and also whether price is to be understood as for gross or net weight.

2730. **Concrete machinery.**—Glasgow firm asks to be placed in touch with manufacturers of concrete machinery, including block-making bricks and slabs, and concrete mixers; cement equal to British standard requirements.

2731. **Iron and steel products and engineering specialties.**—A Glasgow firm wish to hear from Canadian manufacturers of iron and steel products and engineering specialties.

2732. **Flour.**—A London firm ask for addresses of Canadian exporters of flour.

2733. An important French agent with wide connections states that he has a demand for a few million railway sleepers (Douglas fir), and wishes to obtain quotations and all information relative to date of shipment, length of service, proportion and nature of antiseptics necessary and all other information. Sketches of size and specifications of sleepers have been forwarded to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

CUBAN CONSULAR OFFICIALS IN CANADA

Recent changes have been made in the list of Cuban consular officials in Ottawa and Montreal. C. A. Barranco is now Acting Consul General for Cuba in Ottawa, and J. J. Zarza is the Cuban Consul in Montreal.

TENDERS INVITED

Gold Coast Colony, West Africa

Trade Commissioner W. J. Egan writes from Accra, Gold Coast Colony, West Africa, under date December 29, 1920, as follows on the market for motor lorries in that colony:—

The Gold Coast Government will be glad to hear from Canadian manufacturers of motor lorries in two sizes. The standards required are to carry loads of $\frac{1}{2}$ and 1 ton. The total weight of motor lorry and one-ton freight must not be more than $2\frac{1}{2}$ tons (5,000 lbs.). The $\frac{1}{2}$ -ton capacity motor lorry will, it is presumed, weigh less. The price set by the Government is from £400 to £450, but they have promised me they will consider any such lorry as they require up to £500.

If the running mechanism is under such control that a speed of fifteen miles an hour is the outside limit it will certainly be a strong recommendation.

The purpose of this inquiry is to experiment with a better grade of lorry than has been used in the past in order to see if on the whole it can stand the tropical climatic conditions better than those now in use, and thus secure a longer life for the vehicle.

An important factor here is that in the transport service the drivers are all raw natives, so that the nearer the mechanism is to being "fool-proof" the better. The motor lorry must be strong but neither heavy nor cumbersome. If a satisfactory car be found it will be adopted by the Government as their standard, and as the transport of the country is composed of motor cars and motor lorries, the orders for vehicles amount to hundreds each year. In addition to Government purchases there are also those made on private account.

The address to which catalogues, blue prints, prices and other data should be sent will be furnished to Canadian manufacturers of these vehicles on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

When sending full particulars should be included as to spare parts and prices of same and the capacity of the plant. As orders will be given for cars early in April of the present year, the cable address and cable code should be included.

TENDERS FOR THE UNION OF SOUTH AFRICA

Mr. P. W. Ward, Assistant Canadian Trade Commissioner in Cape Town, South Africa, writes as follows under date January 4, 1921, respecting tendering for public requirements for the Union of South Africa: "In cases where tenders are receivable in South Africa and not at the office of the High Commissioner for South Africa, London, and Canadian firms particularly desire to quote, if a cable is sent to this office and the completed tender mailed from Canada direct, prior to the closing date, I think I can guarantee that such tenders will receive consideration."

MEXICO TO PURCHASE RAILROAD EQUIPMENT

A telegram received from Mexico City, dated January 26, published in *United States Commerce Reports*, reports that the Minister of Finance in Mexico has signed a contract with American firms for a credit of \$5,000,000 with which to purchase railroad equipment. Purchase will be made from the seller offering the best terms.

ST. VINCENT ADOPTS NEW PREFERENTIAL TARIFF

St. Vincent has adopted a new tariff in pursuance of the Canada-West Indies Trade Agreement of June last. The tariff ordinance was assented to December 31, 1920. The full text of the new tariff will shortly be published in the *Weekly Bulletin*.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Halifax

TO PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Cunard Line, about March 7.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about March 2.

TO BRITISH WEST INDIES.—*Chignecto*, Royal Mail Steam Packet Company, about February 18.

TO LIVERPOOL.—*Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about February 15; *Cassandra*, Anchor-Donaldson Line, about February 20; *Thistle-more*, Furness, Withy & Co., about February 21; *Canada*, White Star-Dominion Line, about February 27.

TO MANCHESTER.—*Manchester Shipper*, Manchester Liners, about February 15.

TO GLASGOW.—*Canadian Runner*, Canadian Government Merchant Marine, Ltd., about February 18; *Cassandra*, Anchor-Donaldson Line, about February 20.

TO ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about February 17; *Rosalind*, Red Cross Line, about February 21; *Sable I.*, Farquhar & Co., Ltd., about February 23.

TO HAMBURG AND DANZIG.—*Gothland*, Red Star Line, about March 7.

TO RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO, AND BUENOS AIRES.—*Canadian Victor*, Canadian Government Merchant Marine, Ltd., about February 25.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Observer*, Canadian Government Merchant Marine, Ltd., about February 18.

TO HAVANA, CUBA.—*Canadian Sealer*, Canadian Government Merchant Marine, Ltd., about February 25.

From St. John

TO LIVERPOOL.—*Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about February 20; *Melita*, C.P.O.S. Line, about February 26; *Minnedosa*, C.P.O.S. Line, about March 3.

TO LONDON.—*Canadian Raider*, Canadian Government Merchant Marine, Ltd., about February 16; *Bolingbroke*, C.P.O.S. Line, about February 28; *Bosworth*, C.P.O.S. Line, about March 15.

TO GLASGOW.—*Pretorian*, C.P.O.S. Line, about February 18; *Sicilian*, C.P.O.S. Line, about March 8.

TO MANCHESTER.—*Manchester Corporation*, Manchester Liners, about March 5; *Manchester Importer*, C.P.O.S. Line, about March 23.

TO SOUTHAMPTON.—*Scandinavian*, C.P.O.S. Line, about February 22.

TO BELFAST AND DUBLIN.—*Melmore Head*, Head Line, about February 25.

TO CARDIFF AND SWANSEA.—*Canadian Otter*, Canadian Government Merchant Marine, Ltd., about February 15.

TO ANTWERP.—*Scandinavian*, C.P.O.S. Line, about February 22; *Bolingbroke*, C.P.O.S. Line, about February 28; *Bosworth*, C.P.O.S. Line, about March 15.

TO ROTTERDAM.—*Fanad Head*, Head Line, about March 1; *Haverford*, Head Line, about March 20.

TO HAVRE.—*Tunisian*, C.P.O.S. Line, about April 18.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO HAMBURG.—*Fanad Head*, Head Line, about March 1; *Haverford*, Head Line, about March 20.

TO ST. JOHN'S (NFLD.).—*Manola*, Canada Steamship Lines, about February 28.

TO RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—*Fangturm*, Houston Lines, about February 25.

TO AUSTRALIA AND NEW ZEALAND.—*Otira*, New Zealand Shipping Company, about February 20; *Canadian Planter*, Canadian Government Merchant Marine, Ltd., about March 4; a steamer, New Zealand Shipping Company, about March 20.

TO EASTERN AND FAR EASTERN PORTS.—*Canadian Mariner*, Canadian Government Merchant Marine, Ltd., about February 23; *Hellenes*, Houston Lines, about February 25; *Croxteth Hall*, Ellerman-Bucknalls, about February 25.

TO SOUTH AFRICA.—*Kaduna*, Elder-Dempster & Co., about February 28.

From Victoria.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Tyndareus*, Blue Funnel Line, about February 15; *Teucer*, Blue Funnel Line, about March 15.

From Vancouver, B.C.

TO ROTTERDAM, ANTWERP, LONDON, LIVERPOOL, AND HAMBURG.—*Eemdyk*, Holland-American Line, loading middle February.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Teucer*, Blue Funnel Line, about March 5.

TO AUSTRALIA AND NEW ZEALAND.—*Waimarino*, Canadian-Australasian Royal Mail Line, about March 7.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, C.P.O.S. Line, about March 10; *Empress of Asia*, C.P.O.S. Line, about April 28.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about February 23; *Empress of Japan*, C.P.O.S. Line, about April 19.

TO KARATSU, SHANGHAI, HONG KONG, SINGAPORE, AND MANILA.—*Melville Dollar*, Dollar Line, about February 26; *Harold Dollar*, Dollar Line, about March 11.

DATE OF APPLICATION OF CHINESE CUSTOMS SURTAX

According to a cablegram from the American Legation at Peking, published in the *United States Commerce Reports*, the surtax of 10 per cent of the duty will be applied to all goods entering or leaving China on or after March 1.

UTILIZATION OF SEAWEED FOR THE MANUFACTURE OF CELLULOSE IN ITALY

Miss T. Calderini, Office of the Canadian Trade Commissioner, Milan, writes as follows, under date December 15, 1920:—

The Italian Ministry of the Colonies has under consideration a project for utilizing seaweed *alpha* (*sparto alfa*) for the manufacture of cellulose in the kingdom. Experiments on a large scale are to be conducted in the near future in order to judge definitely as to its technical possibilities and its economical advantages with the end in view of employing for industrial purposes the *alpha* found in Tripolitania, where the crop this year gave very good results.

The greater part of the *alpha* was before the war exported to Great Britain, where it is largely utilized, but henceforth, should the experiments give the favourable results anticipated, most of the production will be used in Italy.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.l.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 89 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Calxa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Gulana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George El. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Can Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighting, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldg, 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyright Act. Cullers' Act. Electric Light Inspection Act. Gas Inspection Act. Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Lead Bounties Act. Patent Act. Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act. Timber Marking Act. Weights and Measures Inspection Act. Zinc Bounties Act.

PUBLICATIONS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
Chinese Markets for Canadian Products (1919).
Grain Inspection in Canada (1914).
German War and its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
List of Licensed Elevators, etc.
Patent Office Record (Weekly).
Report of the Canadian Economic Commission (Siberia), 1919.
Rules and Forms of the Canadian Patent Office.
Rules and Regulations made by Board of Grain Commissioners.
Russian Trade (1916).
Trade of South China (1919).
Trade with China and Japan (1914).
Trading with Spain (1920).
Timber Import Trade of Australia (1917).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom.
Toy Making in Canada (1916).
Weekly Bulletin containing Reports of Trade Commissioners and other Commercial Information.

REPORTS OF THE DOMINION BUREAU OF STATISTICS

I. Population:

Census: Report of Census of 1911:—
Volume II, Religious Origins, etc.
Volume III, Manufactures.
Volume IV, Agriculture.
Volume V, Forest, Fishery, Fur, etc.

Census—*Continued*.
Volume VI, Occupations.
Report of Census of Prairie Provinces, 1916.
Vital Statistics (pending).
Migration (pending).

II. Agriculture:

Monthly Bulletin of Agricultural Statistics.

Annual Bulletin of Agricultural Statistics.

III. Industrial Census (Annual) as follows:

Dairy Factories.
Fisher^y.
Forestry—Lumber, Pulp and Paper, Sash and Planing Mills.
Mining, Metallurgical and Chemical Industries (pending).

Iron and Steel (pending).
Coal.
Central Power Stations.
General Manufactures.

IV. External Trade:

Monthly Report of the Trade of Canada.

Annual Report of the Trade of Canada

V. Transportation:

Railways and Tramways.
Express.
Telegraphs.

Telephones.
Canals, Water Carriers, Navigation.

VI. Internal Trade:

Grain.
Live Stock and Animal Products.
Prices (pending).

Monthly Produce Bulletins.
General (pending).

VII. Finance:

Municipal Statistics (cities of 10,000 population and over).

VIII. Justice: Criminal Statistics.

IX. Education (pending).

X. Abstracts:

The Canada Year Book, 1919.

Bureau of Statistics Quarterly (pending).

XI. Annual Report of Dominion Statistician.

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE BRANCH

CANADA



Direct Sale of Canadian Flour to the Public by the Government of the Union of South Africa: Crowd at Cape Town waiting to buy. (See page 312.)

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921



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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, February 21, 1921

No. 890

SUPPLEMENTS TO THE "WEEKLY BULLETIN" NOW IN THE PRESS

Two special reports by Canadian Trade Commissioners are now in the hands of the printers and will shortly be published. These are Trade Commissioner Clarke's report on Trading with Egypt, and Trade Commissioner Wilgress's report on Constantinople as a Distributing Centre. Each embodies the result of a special investigation of Canadian trade opportunities made in these respective territories, and they have not been published serially in the *Weekly Bulletin*. As the number to be printed of these pamphlets is strictly limited, and they will not be available except on special application, in order to save disappointment readers of the *Weekly Bulletin* who may wish to receive copies are asked to post without delay the return half of the reply postal card which will be found inserted in their copy of this number of the *Weekly Bulletin*. The issue will be sent out post free to addresses in Canada, and at a charge of 35 cents to addresses outside the Dominion, until the edition is exhausted.

TRADE COMMISSIONER CLARKE'S REPORT ON TRADING WITH GREECE

The series of reports by Trade Commissioner W. McL. Clarke on Trading with Greece, which were first published serially in the *Weekly Bulletin*, have now been reissued as a Supplement to the *Weekly Bulletin* of the Department of Trade and Commerce.

The report, which occupies 108 pages, is the fruit of a special trade mission to Greece undertaken by Mr. Clarke on behalf of the department, and is divided into four parts: (1) Canada's Opportunity in Greece; (2) Economic Survey of Greece; (3) Greek Trade Statistics; and (4) a series of Market Reports, with appendices on the Tariff, Certificates of Origin, and Regulations for Commercial Travellers. The report contains a wealth of material valuable to those who are interested in trade with Greece. Banking, credits, the exchange situation, agricultural, forest and mineral wealth, imports and exports and industries, railway construction, shipping, the accessions of territory obtained as a result of the Great War and the post-war situation of Greece, are among the topics dealt with. Of special interest to Canadian exporters are such sections as those on agricultural machinery, automobiles, chemicals, minerals, boots and shoes, paints and varnishes, paper, textiles and food products, and the pages devoted to reports on and specifications for Greece's requirements in box shooks, copper discs and sheets, wire products, cottons, and lumber.

Copies of the pamphlet, which contains a number of illustrations and is indexed, will be sent post free to addresses in Canada on application to the Department of Trade and Commerce, Ottawa, and to addresses outside the Dominion at a charge of 35 cents each.

SOUTH AMERICAN AND MEXICAN IMPORT LISTS

Practically all the contracts for supplies for Argentine railway and tramway companies are placed through the London offices of the companies and a certain amount of the buying for the larger department stores and general importers is also done in London. A list of London, England, addresses of South American and Mexican railway, mining, and telegraphic companies has been received by the Department of Trade and Commerce, and may be obtained on application, quoting file No. 26704.

FARMING CONDITIONS AND AGRICULTURAL IMPLEMENTS IN BELGIUM

TRADE COMMISSIONER A. STUART BLEAKNEY

FARMING CONDITIONS

Brussels, January 13, 1921.—In considering the requirements of Belgium in agricultural implements, it must be borne in mind that the large majority of landowners in this country own less than five acres; in other words, it is a country of small holdings. The average farm is $9\frac{1}{2}$ acres in extent. Moreover, one farm is often scattered over a number of communes and undivided farms are few. Then, too, land is expensive owing to the density of the population and to the fact that considerable profits are made from small plots following intensive cultivation, with a lavish use of fertilizer. The high price of land and the law of inheritance, which latter encourages subdivision, make it next to impossible for individuals to acquire large holdings where modern machinery can be used to advantage. Contrary to what one would expect, farm land is not heavily mortgaged. According to a reliable report published in 1918, the average debt was only about ten dollars per acre, the purchasing power of the farmer consequently not being severely crippled. It is interesting to note also that Belgian agricultural labourers form only about one-third of the agricultural population and that nearly two-thirds of the soil of Belgium is farmed by tenants. Tenant farming may be said to be the rule and is if anything on the increase. This of course is not a stimulus to improvement or to the purchase of better implements. While prices of land in Belgium are high—more than twice the price of land in England (normal exchange)—this is not due to natural fertility of the soil. The soil of Flanders is indeed very poor and requires constant and regular treatment with fertilizers. Fertilizer is made in the country from the residue of the blast furnaces, while nitrates, sulphates of soda and potassium and phosphates are imported. Considerable imports of lime phosphates come from America. Animal manures are of course largely used. The farmer in Belgium is assisted by a certain measure of protection for his products, and many co-operative societies, aided by the Government, exist and serve many useful purposes. The network of "Chemin de Fer Vicinaux" enables the farmer to transport his produce to market cheaply.

In addition to this the Government encourages a high standard of agricultural education which tends to increase the efficiency of the farmer.

MACHINES ON THE MARKET

A director of "La Société Nationale des Agriculteurs de Belgique," when interviewed, stated that the great majority of machines in use here were of American design. It is of interest in this connection to point out that one of the best-known American firms with a factory in Canada, and having an international reputation, has also a factory in Germany which largely supplies this country. This firm carries stocks in the country and their representatives visit the dealers by automobile and demonstrate and sell their machines. From England come threshers and seeders. There are also many French machines on the market, particularly threshers, stationary engines and presses. Further information in regard to these is on file at the Library of the Department of Trade and Commerce, Ottawa.

IMPORTS

United States figures for 1914 trade show that hay rakes and tedders were sold to Belgium to the extent of \$8,457, mowers and reapers to a value of \$399,764, ploughs and cultivators to a value of \$8,970, and "other machines and parts of" to a value of

\$31,728. Canadian firms who are interested in the latest United States figures can secure these from the Department of Trade and Commerce at Ottawa. The annual report of the Trade of Canada for 1919 shows no exports to Belgium for 1919, although in 1915 some business was done in harvesters and binders, mowing machines and "other agricultural implements". In 1914, the following agricultural machinery was exported to this country from Canada: 2 cultivators of a value of \$67, 234 harrows (\$1,594), 689 harvesters and binders (\$71,224), 772 mowing machines (\$23,933), 77 hay rakes (\$2,494), 20 reapers (\$1,124), and other agricultural implements of a value of \$23,196, the whole making up a total of \$128,847.

During the war business was of course at a standstill. It is possible that in the Canadian statistics a considerable amount of machinery ultimately intended for Belgium may be credited to France, as I am under the impression that certain Canadian machines are distributed here through France. In looking through cargo lists of Canadian boats arriving at Antwerp, as published in shipping papers, I note that considerable arrivals of agricultural implements, running into hundreds of tons, were registered during May last. On December 15 the *Sicilian* discharged 117 lots of agricultural machinery, while about the same time the *Scandinavian* discharged 93 lots—in fact they seem to form a regular line of freight. These of course may be either American or Canadian.

The Belgian returns for the first eleven months of 1920 show imports from Canada of "Machines, N.O.P., with detached parts of cast iron," amounting to 66 tons valued at 413,000 francs. Under this category Germany is credited with 56 millions, Great Britain with 55 millions, United States with 45 millions, and France with 39 millions of francs. As the machines specifically mentioned do not include agricultural implements, this group is probably made up largely of agricultural implements.

There is also another group of machines with detached parts in iron or steel, to which the above remarks apply. Under this heading Canada is credited with 261 tons to a value of 1,047,642 francs for the same period of 1920, the principal countries supplying being in order: United States, 67 million francs; Germany, 52 million; Great Britain, 30 million; and France, 28 million.

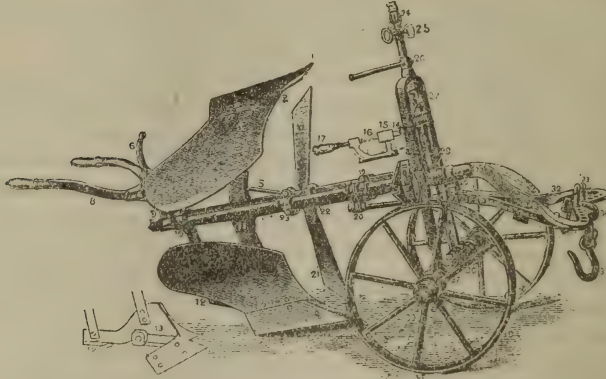
SPECIAL FEATURES OF THE TRADE

Ploughs, with the exception of ploughs for tractors, are made in Belgium. Seeders of certain types are also largely manufactured here. Generally it may be said that harvest machinery of American design is suitable for this country. In regard to harvest machinery it should be noted that the straw is often required to be preserved unbroken and is more valuable than in Canada. This explains the popularity of European threshers and points to the necessity of cutting the grain close to the ground. Tractors are well represented on the market and are very much advertised. Several demonstrations have been held, and while the farmer here is very conservative, and complains of the American method of making claims for their machines which are not justified by results, and while the small size of the farms mitigates against the employment of the tractor, co-operative use is being advocated and some success is being experienced in their introduction.

In general Canadian machines are not well known to Belgian farmers, and it is the opinion of a director of the "Société Nationale des Agriculteurs" here that many of them would be very suitable for this market. Recently the *Outillage Agricole*, a weekly devoted to agricultural machinery, published a page of illustrations of Canadian stable equipment made at Fergus, Ont. The same authority mentioned scales made in Renfrew, Ont., disc pulverizers made at Elora, Ont., and a certain clover thresher, a special plough and others.

THE BRABANT PLOUGH

Mention has been made of the fact that ploughs are largely supplied by the local industry. One of these ploughs, called the Brabant Plough, of the double type is perhaps the most largely used. A cut of this plough is given below.



Parts of a Brabant Plough.

- | | |
|----------------------|---------------------------------|
| 1. bar. | 21. ploughshare. |
| 2. friction plate. | 22. sub-ploughshare. |
| 3. point. | 23. middle collar. |
| 4. mouldboard. | 24. whip-holder. |
| 5. inclination rod. | 25. rein-holder. |
| 6. catch lever. | 26. screw with nut. |
| 7. grip. | 27. chignon. |
| 8. handle. | 28. ecamoussure. |
| 9. handle socket. | 29. top cap. |
| 10. back collar. | 30. Age Rond. |
| 11. crossbar. | 31. lever. |
| 12. blade. | 32. stirrup. |
| 13. bar carrier. | 33. joint pin. |
| 14. bolt. | 34. buckle. |
| 15. socket for bolt. | 35. hook. |
| 16. springs. | 36. axle-tree. |
| 17. slide bar. | 37. octagonal axle in 2 pieces. |
| 18. lock. | 38. patent wheels. |
| 19. fuse box. | 39. grease cup. |
| 20. yoke fastener. | |

The special feature of this plough is the rigidity with which the working parts are supported, thus relieving the strain on the operator. In the double type the handles are sometimes suppressed. The double feature of course permits of a furrow being turned on either side. These ploughs are most suitable for a flat country like Flanders. My attention has been directed to a Dutch firm's experience in manufacturing these ploughs for northern France. The peculiar characteristics of this plough were apparently not successfully imitated, as I saw a large number of them scrapped on the docks of Rotterdam, and was informed that the venture was not a success.

REPRESENTATION AND SERVICE

In considering the question of seriously working this market, one feels that the logical area to work is northern France and Belgium, and perhaps Holland, from a single agency. However, before sinking any money in attempts to launch a particular line, prices and catalogues might be sent to this office, when a preliminary survey of

their suitability and ability to compete in price would be made. Once it has been decided to establish an agency and to introduce a particular group of machines, a Canadian representative should be sent here, one having a factory knowledge of the goods and their use coupled with first-class selling experience, by preference. This representative might either remain here or appoint a local Belgian who is already familiar with the trade. Dealers should be visited by car, which method is facilitated by the short distances and the good roads. The problem is then similar to the domestic sales problem.

The question of service, spare parts, etc., is fundamental. One well-known local manufacturer of cream separators advertises: "Many cream separators are sold by agents who do not worry further once the machine is sold. Do you appreciate the importance of possessing a separator of a well-known firm, well-established in the market, solicitous of his reputation, such as the factory of....."

I quote this advertisement merely to emphasize the necessity of attacking the market seriously, if at all. Once it has been decided to launch a machine on this market, firms should be prepared to make certain financial sacrifices; to start with, an advertising programme should be carefully worked out to prepare the ground. Advantage should be taken of fairs and demonstrations to get the machine before the dealers. The needs and psychology of the farmers should be studied at first hand and catered to, through the dealers.

The subject of agricultural implements is so extensive that it can only be treated generally and the salient points peculiar to this country pointed out. However, a 1920 publication on agricultural implements in use in France, containing 240 illustrations, has been forwarded to the Department and can be seen in the Library of the Department of Trade and Commerce, Ottawa. The machines which are most in use in Belgium have been indicated in blue by an authority on the subject, mentioned above.

A list of 408 dealers in agricultural implements is on file at the Department of Trade and Commerce, Ottawa, for advertising purposes.

FOOD PRODUCTS DEHYDRATION PLANT AT THUNDER BAY, QUEBEC PROVINCE

Following on researches made by Mr. Philerum Fleury at St. Cyr, Que., in 1917, an apparatus was invented for the treatment of meats, fish, dairy and other perishable products by means of dehydration in a hygrometric state. Briefly stated, the process is one of desiccation in a temperature relatively high in humidity. It is claimed that products treated by it are free from bacteria, and show uniformity of quality and appearance. The installation consists of a closed chamber, racks on which to lay the products, coils for heating purposes, and the following accessories attached to the chamber: vacuum pumps, hygrometric substance container, hygrometer, regulating valves, etc. Units, it is claimed, can be simply erected and economically operated, require much less labour than is employed by sun-curing methods, and the cost of manufacturing compared with the old method being very much less.

In order to ascertain the commercial possibilities of the process, Messrs. D. L. Robertson, Limited, Montreal, erected last fall a plant at the fishing village of Dock, six miles east of Thunder Bay, on the north shore of the St. Lawrence river, capable of treating 75,000 pounds of green cod weekly. Operations were conducted on a small commercial scale, green cod being hard cured in less than thirty hours, and the quality and colour of the fish were favourably commented on by several qualified persons connected with the fishing industry. The plant is to be reopened this spring.

CANADIAN FLOUR IN SOUTH AFRICA

ASSISTANT TRADE COMMISSIONER P. W. WARD

Cape Town, January 6, 1920.—The flour situation in the Union of South Africa has been an exceedingly interesting one during the past few months, and from it the housewife and the man in the street have learned more of the Canadian product and its many qualities than any amount of advertising, or other means of exploitation that the Dominion might organize, could have produced.

It will be unnecessary to fully describe the course of events which brought about the result mentioned, and which has been attained without one dollar's expenditure on the part of the Canadian Government or Canadian millers or exporters. Certain phases of the matter are, however, worth recording and should be of interest and practical value to mills and export brokers in the Dominion.

In the early months of 1920, owing to the partial failure of the Union wheat crop and the decision of the Australian Government not to allocate further supplies to the South African market, there was a risk of a serious shortage of flour, while the delivery of wheat purchases from the Argentine made by the millers appeared likely to be cancelled by an export embargo in that country. It was stated, in fact, that there was a likelihood of a world shortage.

After negotiations between the Acting High Commissioner for South Africa in London and the Canada Wheat Board, the Union Government decided to purchase 10,000,000 tons of Canadian flour—standard grade—and later bought a further 20,000 tons at a somewhat lower price.

This flour, upon arrival, was to be distributed to the millers, who would blend it with a lower grade product made from home-grown wheat, with a view to averaging down the price of flour to the public and cheapening the loaf.

For reasons which do not fully appear, the disposition of the flour on arriving at South African ports amounted to a very small percentage of the importation, and although the Government conferred with the milling industry, and appeared to have secured an understanding in the matter, only 5,000 or 6,000 tons were taken delivery of by the mills. The unprecedented course of marketing the flour direct to the public was then decided upon and undertaken by the Government, through the Department of Customs and Excise. Commencing in Cape Town, where about 10,000 tons remained in storage, and gradually extending to other ports and inland centres, an organized campaign to sell direct to the consumer was embarked upon. The situation has been provocative of much comment and correspondence in the entire press of the country, but, without exception, the Government's course has been upheld and a definite endeavour created throughout the community to carry out its proposals.

The chief source of gratification, so far as Canada is concerned, is the fact that throughout the press, and especially in a large proportion of the correspondence from users, the Canadian product has been given a reputation enviable in the extreme. The Union Government itself may be thanked for giving an excellent lead in this direction, as the following official advertisement will show:—

Sale of Flour Imported by the Union Government

The Union Government has for sale in the open market, a large quantity of flour purchased from the Canadian Government, who have guaranteed it to be Standard Flour made from Manitoba Hard Spring Wheat. Being therefore rich in gluten, the yield of bread per 100 lbs. of flour will be very high.

The flour is stored at Cape Town, Port Elizabeth, East London, and Durban, and is offered for sale at cost price, namely, 80s. per 200 lbs. gross weight ex store, at either of these ports, or at current market rates, whichever is the lower.

TERMS OF SETTLEMENT.—Payment at 60 days free of interest, reckoned from the date of sale, on approved security when necessary; if desired, however, a further 30 days will be given, on which interest at 5 per cent. per annum will be charged.

QUALITIES OF THIS FLOUR.—Medical authorities are agreed that it is inadvisable in making flour to entirely remove that part of the grain which contains vitamins and other valuable ingredients. This flour, being pure standard flour, contains these properties, and is therefore more valuable as a food than flour from which the aforesaid ingredients have been removed.

The public are asked to insist on bakers using this flour, because:

- (a) it must mean an immediate reduction in the price of bread, a very material factor in reducing the cost of living; and
- (b) of its health-giving properties due to the presence therein of vitamins and other valuable ingredients.

Samples of the Government Flour can be seen at the offices of Magistrates and Collectors of Customs, and any further information can be obtained from:

- (a) The Collector of Customs, Cape Town, Port Elizabeth, East London and Durban; and
- (b) The Commissioner of Customs, P.O. Box 376, Pretoria.

To-day, Canadian flour has "arrived" in the South African home, and there is every prospect of an increased regular demand when once the present Government importation has been distributed.

UNLINED BAGS

A feature of the present importation was that the flour was shipped to this market in unlined jute bags of 140 pounds. All previous export shipments to South Africa, through the regular trade channels, had been in cotton-lined bags of 98 and 196 pounds, and some anxiety was felt as to how consignments in unlined bags would come through. The writer, however, made a close inspection of each shipment as it arrived at the Cape Town docks, and carefully examined the bags, both in the hold of the vessels and after storage in warehouses. If the grade of bag used for the shipments in question could be guaranteed, there is no reason why export shipments that will not necessitate a great deal of handling after arrival should not be packed in unlined bags. One factor must, nevertheless, be taken into consideration in this regard: both shipping and dock regulations invariably prohibit the use of "hooks" in handling cargoes, but in the case of heavy bags the packing in the hold is generally so tight that there is a tendency for ship and dock hands, when not under observation, to use "hooks" to lever up the ends. In the recent Government importation "hooks" were quite freely used for handling some of the cargoes, but this took place entirely at the South African end, as, before unloading, the bags appeared to be quite intact.

REGULAR TRADE

Several brands of Canadian flour are known and represented on the South African market, and new sales arrangements have recently been negotiated for additional lines. Under normal conditions there will always be a demand in the future for Canadian flour for blending purposes, the local wheat being produced under conditions which do not permit the milling of a high-grade flour.

During the war, as in the case of other countries, the Union Government adopted a certain grade of flour as the standard for bread making, and which allowed the use of a proportion of home-grown wheat. This had the effect of minimizing the importation of overseas wheat and flour. As conditions mend, however, it is possible that prewar usages may again prevail and quantities of Canadian flour be imported for direct use as well as for blending purposes.

Prior to 1916 the annual export of Canadian flour to South Africa totalled nearly 50,000,000 pounds, the market being practically divided between the Dominion and Australia. In future trade the Argentine and India will possibly also have to be reckoned with, as well as the United States, which has always made small annual shipments. By reason of its commanding position and settled trade in this commodity, Australia will always have a preferential market here. A setback is likely to be experienced for a time, however, in view of the fact that in certain shipments made within recent months the flour was officially condemned.

Canadian mills at present unrepresented in South Africa, and open to export to what is undoubtedly a valuable market, will find the present an advantageous moment to negotiate representation. The Cape Town office of the Canadian Trade Commissioner can be of practical help in this connection.

CUBA'S MORATORIUM LIFTED

TRADE COMMISSIONER H. A. CHISHOLM

Havana, January 31, 1921.—The Torriente "Law for the Liquidation of the Moratorium" having passed the Cuban Senate and been signed by President Menocal comes into effect to-day. This law provides for the liquidation of all mercantile obligations such as bills of exchange, drafts, promissory notes, as follows: 15 per cent within fifteen days; 25 per cent within 45 days; 25 per cent within 75 days; and 35 per cent within 105 days. This means that the moratorium which was declared in Cuba on October 10, 1920, will be gradually removed until its complete disappearance by May 15 of this year. The Torriente Act also provides for appeal to the courts in case of failure of any parties to comply with the terms of liquidation.

The same act provides that the banks shall pay their depositors as follows: 15 per cent within 15 days; 15 per cent within 45 days; 20 per cent within 75 days; 25 per cent within 105 days, and 25 per cent within 135 days, bringing final liquidation to June 15. Banking institutions not paying their depositors in full and which desire to take advantage of these provisions must communicate with the Cuban Government within 15 days or go into the hands of receivers appointed by the Government.

The intolerable situation maintained in Cuba since the declaration of the moratorium on October 10 has now been put an end to by the Torriente Law. Business, which was at a standstill throughout the island, should now show some recovery. Weak banks and commercial houses will undoubtedly be forced to the wall by the terms of liquidation, and the business world will soon discover what people they can safely sell to. Yesterday no one knew which firms were solvent and which were not, because no one had to pay, and business naturally came to a standstill. It is suspected, however, that there is a great deal more money in the country than is generally believed, and now that debts must be paid, it is thought that commercial houses will pay with surprising promptness in order that they shall retain their credit ratings.

There is very little doubt, it is said, that General Crowder, who was sent to Cuba two weeks ago on a battleship by the United States Government, has been responsible for the termination of the moratorium at this date. There were so many powerful interests in Cuba working for an indefinite extension of the moratorium, that it is doubtful if any such legislative action would have been taken by the Cubans themselves. It is known that American exporters, who had, it is estimated, between two and three hundred million dollars owing them in Cuba, made strong representations to the United States Government against the Cuban moratorium. General Crowder, the author of Cuba's electoral law, was then dispatched some two weeks ago to Cuba on a United States battleship, presumably to assist the Cuban Government to solve its financial difficulties and election tangles. A legislative medicine has been found for Cuba's financial illness, but it is yet to be finally established whether Dr. Alfredo Zayas or General Jose Miguel Gomez won the presidential elections last November. There will be more business stability in the island when the people know definitely who is to succeed General Menocal as President next May.

HOW ONE CUBAN BANK IS MEETING NEW CONDITIONS

One of the largest Cuban banks—the Banco Espanol de la Isla de Cuba—has addressed a circular to its customers, stating that the institution cannot meet the terms of the liquidation specified by the Torriente Law and will have to suspend payments. It calls attention to the fact that it has already paid out during the crisis \$76,000,000 to its depositors, owes \$36,000,000, and has outstanding sums due it amounting to \$50,000,000, but which cannot be realized on within the periods prescribed by the act.

The institution then calls upon its depositors to accept certificates of administration in lieu of cash to cover their withdrawals, these certificates to be issued in ten-dollar denomination and to bear interest at the rate of 6 per cent annually. These certificates are to be taken up and paid by the bank as funds become available, the numbers of such certificates to be chosen by lot from time to time for redemption. The circular states that these certificates would be quoted on the exchange and holders requiring cash could sell them at the market price. The bank proposes that its stockholders will not receive one cent in dividends until all the administration certificates are redeemed. This scheme is said to be meeting with some success.

It is probable that nearly all the other Cuban banks will have to resort to some such lottery scheme if their doors are to remain open. But the Cubans' faith in their own banking institutions has been rudely shaken, and these banks will require many years to win back depositors who have gone over to the Canadian and American banks.

CRISIS HAS HELPED CANADIAN BANK

It is a curious anomaly that the Cuban financial crisis has been a strong lever in assisting one Canadian bank to get started in the country. This bank opened a branch in Havana in the spring of 1920, but, as was to be expected, business developed slowly. When the moratorium was declared the bank was in the fortunate position of having practically no commitments. It was known that all the other banks must be involved to a greater or less extent in the financial crisis, and deposits rolled in to the new Canadian bank while they were being taken out of the other banks.

There are now three Canadian banks in Cuba—the Royal Bank of Canada, the Canadian Bank of Commerce, and the Bank of Nova Scotia. All three have weathered the financial crisis in Cuba in a manner that reflects the utmost credit on Canadian banking. They have never failed to measure up to the legitimate requirements of the commercial interests of Cuba, and at the same time have wisely refrained from lending that encouragement to speculative enterprises which has helped to place the Cuban banks in their present precarious situation.

RELIEF OF HARBOUR CONGESTION

For the first time in over a year, some actual progress has been made in relieving Havana's port congestion. During the month of January most of the docks and warehouses on the water front have been chased out of goods stored there by merchants who did not want the goods or who had not the money to pay for them. These goods were transported by Government trucks to vacant lots where, unless their owners claim them, they will be sold at auction in order that the Government can collect its customs duties. At the close of 1920 there were over 5,000,000 packages of merchandise collected in Havana harbour either on docks and lighters, or in warehouses. Already over half of these have been removed by the energetic commissioner appointed with summary powers to clear out the wharves. It is estimated that within a very short time no vessel will require more than two weeks to clear Havana harbour, as compared with the delays of two and three months suffered by many vessels last year. Meanwhile, Canadian export trade with Cuba is being damaged through the curtailment of the regular sailings of the Canadian Government Merchant Marine. Canadian goods for Cuba have recently experienced delays of several months in transit through United States ports all the way from Portland, Maine, to New Orleans and Galveston. Within a few weeks the Canadian Government Merchant Marine should be able to resume its fortnightly sailings to Havana and experience none of those delays which proved so expensive last year.

MERCANTILE SHIPBUILDING OF THE WORLD, 1920

TRADE COMMISSIONER HARRISON WATSON

London, January 27, 1921.—Although the main features of merchant shipbuilding, and more particularly as regards shipping under construction, were reviewed only a fortnight ago, when the report of Lloyd's Register of Shipping for the December quarter of 1920 was published, there are a number of supplementary aspects dealt with in the annual summary of the mercantile shipbuilding of the world just issued by the same authority which, in view of the development of the shipbuilding industry in Canada, merit further attention to the subject.

Vessels Launched in the United Kingdom

Revised statistics show that 618 merchant vessels of 2,055,624 tons were launched during the year 1920, namely: 566 steamers of 1,953,014 tons, 25 motor vessels of 86,940 tons, and 37 sailing vessels and barges of 15,670 tons. All of these were built of steel with the exception of three wood vessels and seven of reinforced concrete.

This output is the highest ever reached, exceeds last year's total by 435,182 tons, and is 142,371 tons higher than the previous record figures of 1913.

NATIONALITY OF VESSELS

Of the tonnage launched during the year, 1,209,221 tons are for registration in the United Kingdom and 846,403 tons, or over 41 per cent, for owners residing abroad, a percentage much higher than the prewar figures, which for the years 1909 to 1913 averaged about 22½ per cent.

Last year 286,644 tons were for Norwegian owners, 201,662 tons for French owners, and 131,589 tons for Italian owners.

SIZE AND TYPE OF VESSELS

Vessels to the number of 168 of between 5,000 and 10,000 tons and 15 of 10,000 tons and upwards were launched, the largest of which, it is interesting to note, is the *Empress of Canada*, of 22,000 tons.

The average tonnage of steamers and motor vessels launched in 1920 was 3,508 tons, but excluding those of less than 500 tons, 4,387 tons.

STEAM TURBINES

The great development which has taken place in the use of steam turbines is illustrated by the fact that there were launched 79 vessels with a total tonnage of 638,557 tons which will be fitted with steam turbines, and practically all of them with geared turbines.

All the vessels of 14,000 tons and upwards launched during the year are to be fitted with turbines.

OUTPUT OF LEADING SHIPBUILDING CENTRES

As Canada is now a manufacturer and exporter of ship plates, it should be noted that Glasgow occupied first place among the shipbuilding centres of the country, with an output of 457,032 tons, followed in rotation by Newcastle, Sunderland, Greenock, Middlesbrough, and Belfast.

Launchings in Other Countries

The summary states that, excluding the United Kingdom, there were launched in the world 1,141 merchant vessels, of 3,806,042 tons, namely: 907 steamers of

3,599,993 tons, 75 motor vessels of 103,037 tons, and 159 sailing vessels and barges of 103,012 tons. The total shows a decrease of 1,718,065 tons as compared with 1919, but is higher by 2,405,313 tons than the prewar record of 1913.

Of these returns, 236 vessels were between 4,000 and 6,000 tons, 163 between 6,000 and 8,000 tons, 25 between 8,000 and 10,000 tons, and 17 over 10,000 tons, including the *Caracciolo* of about 31,000 tons displacement and 25,000 tons gross, launched in Italy, which, originally intended as a warship, is now being converted into a merchant vessel.

In the case of 220 ships with a total tonnage of 1,205,158 tons, turbines are being fitted, and 75 vessels of 103,037 tons are being provided with internal combustion engines.

The tonnage of wood vessels in the 1920 total amounts to 133,827 tons, or only $3\frac{1}{2}$ per cent, a decrease of 587,000 tons and of over 1,000,000 tons as compared respectively with 1919 and 1918, when the proportion of wood vessels launched in foreign countries reached 28 per cent of the total.

The countries where the largest output has taken place during the year are the United States, Japan, Holland, and Canada, which contributed 3,275,595 tons, or over 86 per cent of the total.

Notes Relating to Various Countries

UNITED STATES

The launchings for 1920—namely, 2,476,253 tons—are 1,599,132 tons less than in 1919, and accounts for over 92 per cent of the falling-off in tonnage launched outside of the United Kingdom last year.

The decrease has varied in the different centres, for whereas the falling-off on the Atlantic coast was only 17.3 per cent as compared with 1919, it reached 31.6 per cent for the Gulf ports, nearly 60 per cent for the Pacific coast, and over 74 per cent on the Great Lakes.

In spite of the abnormal reduction, the 1920 returns for the whole of the United States are still nine times larger than in 1913, and nearly five and a quarter times more than in 1907, the prewar record year; and, moreover, the United States output during 1920 represents 42 per cent of the world's combined output and 65 per cent of the total output abroad.

It is noteworthy that 1,500,000 tons are to be fitted with steam turbines and 29,000 tons with internal combustion engines, and that 88 steamers for the carriage of oil in bulk were launched.

The largest wood vessels are two steamers and one motor vessel, each of about 3,500 tons.

JAPAN

The results—456,642 tons—are 155,241 tons less than in 1919 and 33,282 tons less than in 1918, but the country still contributes $34\frac{1}{2}$ per cent of the total tonnage launched abroad, excluding the United States.

As an illustration of the striking advance of the shipbuilding industry in Japan, it is stated that the reduced 1920 production practically equals the whole shipping launched in Japan during the ten prewar years 1904 to 1913.

BRITISH DOMINIONS

Of the 203,644 tons launched, Canada turned out no less than 159,551 tons, although this was 112,000 tons less than in 1919.

This share includes 13 steel steamers of 29,087 tons launched on the Great Lakes and 17 steel steamers of between 5,000 and 6,000 tons on the Atlantic coast.

Of the remaining 44,093 tons produced by the Dominions, Hong Kong is responsible for more than half.

HOLLAND

Holland achieved the record figures of 183,149 tons, which is 46,000 tons higher than the 1919 results.

SCANDINAVIA

The combined tonnage launched in Denmark, Norway, and Sweden aggregated 163,347 tons, or 17,032 tons higher than the 1919 returns.

Increases of 22,903 tons in Denmark and 12,852 tons in Sweden were offset by a falling off of 18,723 tons in Norway.

The tonnage of steel vessels fitted with internal combustion engines launched in Denmark—24,352—is the largest for any country outside of the United Kingdom.

ITALY

Here again the total—133,190 tons—was higher than in 1919 by 50,477 tons, and more than half the building was carried out at Trieste.

FRANCE

Although the shipbuilding industry is still labouring with difficulties, the year's output—93,449 tons—exceeds the 1919 figures by 60,786 tons.

SPAIN

Spain launched 45,950 tons, a slight falling off from the previous year, but including a turbine steamer, *Alfonso XIII*, of 10,137 tons.

TEST ACTION RESPECTING BRITISH BILLS OF LADING

(Consul General Robert P. Skinner, London, in United States Commerce Reports)

The London Chamber of Commerce is endeavouring to bring about the institution of a test action with a view to determining whether or not a mutual insurance association, acting on behalf of a shipowner, may refuse to accept liability for short delivery of 29 cases of goods, say, out of a total consignment of 200 cases. The main portion of the bill of lading in controversy contains printed clauses setting out the conditions under which the shipowners are to be responsible for incorrect delivery and the limit of their liability for incorrect delivery. The bill, however, contains a rubber-stamp clause reading: "Not responsible for shortage, but all on board to be delivered."

The insurance association, on behalf of the shipowner, claims protection under this rubber-stamp clause and intimates that it is prepared to join issue with the merchants on the legality of same. (It has, however, offered to pay half the claim without prejudice.) The merchants are advised that the bill of lading is a clean receipt for 200 cases and that the consignees are entitled to expect delivery of 200 cases, and that if the rubber-stamp clause is upheld it would enable a shipowner to comply with the terms of the bill of lading if only one package out of 200 were delivered.

ACTING CONSUL FOR REPUBLIC OF URUGUAY

Official advice has been received to the effect that Mr. H. I. Skelton, of 308 St. Nicholas Building, Montreal, has been appointed acting consul for the Republic of Uruguay.

ARTICLES FROM ABROAD WHICH ARE IN DEMAND IN NIGERIA

II

The following is the concluding part of the report on products in demand in Nigeria, taken from the White Paper recently issued by the Government of Nigeria, the first part of which was published in the last number of the *Weekly Bulletin*:—

PROVISIONS

Provisions must be dealt with under two headings:—

(1) European provisions.—For this class of trade the following are the chief items—Tinned meats and fish of all kinds, tinned soups, jams, butter, lard, cheese, flour, tea, coffee, sugar, milk, fruits, vegetables, biscuits, rice, fish, sausages, hams and bacon;

(2) Trade provisions are so called as they are specially got up for African trade. The chief items are as follows—Rice in bags weighing 7, 14, 20, 28, 40, 56 lb. and 2 cwt.; bread (i.e. cabin biscuits) in barrels, casks and cases; beef and pork in barrels of about 200 lb. weight; stock fish in bales; salt fish in boxes; cube sugar in packets of 12 to 14 oz., also 7 and 14 lb.; tablet sugar in half-kilo boxes, cane sugar, cases of salmon and herrings in tins each $\frac{1}{2}$ or 1 lb., in cases of 4 to 8 doz. tins; salt in bags of 40, 45 and 90 lb.; corned beef in tins each 1 and 2 lb., in cases of 2 to 4 doz.; flour in barrels of 196 lb.; sardines (or some similar fish) in oil. Canadian exporters of dry salt and pickled fish of a good quality, and general produce such as breadstuffs, flour, oatmeal, rolled oats, meat, vegetables, fruits, dairy products, etc., have in Nigeria an enormous market which readily absorbs such products and has never been fully supplied.

Spirits.—Spirits are dealt with under two headings—European spirits and trade spirits. The former consist of all the well-known brands of whisky, gin, vermouth and brandy. Trade spirits of a kind previously imported for sale to Africans, and not generally consumed by Europeans, are not allowed to be imported. In the case of West Indian rum evidence must be forthcoming of maturity and that the spirits are used generally by Europeans before importation will be permitted. The importation and distribution of spirits is governed by the Liquor Ordinance, 1917, and the Liquor (Amendment) Ordinance, 1919. Beer and stout are imported for European and African consumption. Light beers containing not more than 4 per cent alcohol are popular.

Minerals.—The well-known brands of ginger ale and soda water are imported for European use.

Tobacco.—For African trade, leaf tobacco is imported in tierces and hogsheads, and in cases from 100 to 300 pounds each. Smoking mixtures of all kinds are imported for European trade. There is a large business done in cigarettes, packed in airtight tins containing 50 cigarettes each.

Rubber Goods.—The local conditions do not allow much demand for rubber goods.

Stationery and Office Supplies.—There is a good demand for notepaper, writing pads, and envelopes, and stationery of all descriptions. The development of this branch of trade should be remunerative. There is some trade in foolscap for African use, packed in ream and half-ream packets, and office supplies of all kinds.

Sporting Goods, Games, Musical Instruments, Cameras, etc.—Cricket, football, golf and tennis materials are in demand. The gramophone is the most popular instrument, and a fair stock is always kept by the different firms. There is some demand for pianos and harmoniums. Cameras are not much in demand.

Tar.—Coal tar and Stockholm tar are in great demand.

Textile Goods.—Amongst the chief imports into Nigeria are cotton goods (grey bafts, croydons, shirtings, domestics, mulls, dhooties, twills, brocades, sateens, drills, blankets, mosquito netting), tussos, shantungs, muslins, damasks, flannel, flannelette, handkerchief cloths for African wear, shirts, hosiery and clothing of all descriptions; suitings and silk handkerchiefs for headwear (36 inches by 36 inches) and for pocket use are usually stocked. There is also some demand for plush, cotton velvet (in 6 to 10 yards pieces) and silk velvet (black, white, coloured and printed). There is a good deal of cotton weaving carried on throughout the country. The cloth made is durable, and sells at prices which compete with Manchester manufactures.

Thread.—Black and white, on reels and in packets, and crochet cotton.

Twine and Cord.—There are large imports of fish cord, net cord and twine for bagging purposes, for which there is a great demand.

VEHICLES, MOTOR CARS, CYCLES, ETC.

The chief item is cycles, a large business being done. There is also a good demand for motor cars and motor cycles. There are agents for numerous motor companies.

There is room for considerable development in motor traffic in Nigeria. Motor services will not pay and are not required where the cheaper water transport is available. Light vans will pay to convey goods from door to door. Short distance stages between populous and rich centres, where special arrangements for petrol are not necessary, will always prove profitable. As the produce centres become connected by road with ports, river stations or railway towns, so will the transport by motors increase. Development of motor transport in the coast districts will be slow, on account of the waterways available and the absence of roads, which are not so much required there as in the interior.

The cost of motor transport will be kept at a low level by the establishment of services by special companies. At the present time there are hundreds of cars and light and heavy vans in use. Services are established by Government and individuals in connection with the Western Railway.

There is no customs duty on cars, lorries, vans, etc., or on any parts thereof, or lubricating oil, but duty is charged on petrol of 8d. per imperial gallon and storage of 1d. per month on a case of 10 gallons or part thereof. Annual licenses are imposed, based on the weight of the vehicle.

The roads in Nigeria, as a rule, are without steep gradients. It is not necessary to have a standard wheel track, as the roads are generally flat, but it has been suggested that it should not be less than 4 feet or more than 4 feet 6 inches on cars, and more than 6 feet over all on heavy vans.

In all cars used in Nigeria more ground clearance is required than in the United Kingdom owing to tree roots, water channels and washouts during the rainy season. Neither private cars nor commercial vehicles, it is suggested, should have less than 9 inches ground clearance under axles, 12 inches under engine, and 15 inches under gear box. The wheel base should not be less, it is said, than 8 feet 6 inches, and the radius for the turning circle not more than 20 feet.

In all vehicles the essentials are simplicity in handling, cheapness, accessibility of parts, minimum of plated parts, water and dust-proof bearings, waterproof hoods easy to adjust, easy replacement of parts, high ground clearance, ample springing, and economy in running. The market requires a very cheap car, as far as possible fool-proof. In all the large towns in Nigeria such a car would be sold in numbers if it could be obtained as cheaply as the Ford is sold in America, and that type of car is probably best suited to conditions in Nigeria.

So far as motor vans are concerned, the expansion will be in light vehicles carrying about 20 cwt., as the Nigerian roads are not suitable for heavy vehicle, and it is suggested that all such vehicles should be fitted with heavy pneumatic tires.

Two ped-rails have been imported, but the measure of their utility has not yet been ascertained.

During the year 1919, in addition to a large number of ordinary bicycles, trucks and carriages, there were in use in Lagos 305 motor cars and lorries and 183 motor cycles.

Yarn.—A large business is done in black, white, and coloured yarn. Also in wool.

Miscellaneous.—Goods which have a ready sale and which have not already been mentioned are as follows: Chests of clay pipes; cheap briar pipes; cheap safes; trucks; weighing machines; tarpaulins; umbrellas; walking sticks; hats and caps (fez, smoking and golf), white and khaki drills in 6- and 12-yard pieces; beads; galvanized buckets; sewing machines; snuff boxes; needles; animals traps; hurricane lanterns; canvas for slipper making; pomades and perfumes; lead bars for weighting fishing nets; matches, ten boxes in a packet; candles, twenty-five packets of six candles in a case; fish hooks; washing blue; galena in kegs; dyes in crystals in 1-ounce tins. These lines are always stocked by the larger firms.

PREFERENTIAL TARIFF OF THE UNITED KINGDOM: CERTIFICATE OF ORIGIN E

Trade Commissioner Harrison Watson, London, England, writes as follows under date January 20, 1921:—

We recently received a letter from Canada requesting us to obtain a ruling from the Board of Customs as to whether they require the "factory or works cost" of the goods in question to be inserted in the column headed "Total value" of the tabular statement which is called for in Certificate E—the "Form of certificate of origin for goods in respect of which a reduction of duty is claimed under the Imperial Customs Tariff as being the manufacture of the British Empire."

It was pointed out that this interpretation seemed possible in view of the regulations printed on the back of Certificate E, and which appear on page 14 of the Notice No. 27a published by the British Customs authorities [see *Weekly Bulletin* No. 869, page 868], and that if correct it was unusual and unfair to the Canadian exporter to be obliged to disclose the actual manufacturers' cost of the goods.

We duly submitted the matter to the Customs House and are this morning in receipt of the following decision from the secretary:—

"I am directed by the Board of Customs and Excise to state that it is not intended that the value to be shown in the relative column at the foot of Certificate of Origin Form E, in Notice No. 27a, should be the 'factory or works cost.' The latter is the value to which the regulations require regard to be had in calculating the 25 per cent Empire labour, but for the purposes of the column in the schedule at foot of the certificate the invoiced value will suffice."

It will be noted from the above that the interpretation referred to at the beginning of this note is erroneous and that all the Customs need is the invoice value, but as the wording of the regulations is certainly not clear, we think it advisable to inform you of this ruling for purposes of reference.

FORTHCOMING REVISION OF SPANISH TARIFF

According to a cable from Commercial Attaché Cunningham at Madrid, under date of February 8, published in the *United States Commerce Reports*, official confirmation has been received that a new general tariff will be promulgated on March 20, to go into effect probably 40 days after promulgation. Increased rates on electrical goods are expected, but amount of increase has not been definitely decided.

DIRECT EXCHANGE OF PARCEL POST WITH ARGENTINE REPUBLIC

A direct exchange of parcels by post between Canada and the Argentine Republic has been arranged. This is in addition to the existing parcel post exchange by way of England. Direct parcel mails from Canada will be made up at Montreal during the summer season and Halifax during the winter, and will be despatched by steamers of the Canadian Government Merchant Marine, Limited. The frequency of the service will be monthly. Parcels prepaid for despatch by this direct route should be diverted on Montreal in summer and on Halifax in winter. The rate of postage on parcels from Canada to the Argentine Republic by the direct route will be 12 cents for each pound or fraction of a pound, with a limit of weight of 11 pounds. The regulations as to packing, customs declarations, prohibited articles, etc., will be the same as for parcels sent by way of England.

ADDITIONS TO LIST OF CONSULS IN CANADA

The following additions have recently been made to the list of foreign consuls in Canada:—

Peru—F. H. Sanguesa, consul ad honorem, Montreal.

Costa Rica—V. E. E. Velasquez, consul ad honorem, Montreal.

Switzerland—E. R. Zuerrer, honorary consul, Toronto.

Spain—Juan B. Arregui del Campo, consul, Montreal.

Mr. Henri de Clerval, commercial agent, has also been appointed acting French commercial attaché in Canada. His address is in care of the Consulate-General of France, Montreal.

MODIFICATION OF ITALIAN IMPORT AND EXPORT RESTRICTIONS

A decree of December 30, 1920, published in the *Gazzetta Ufficiale* for January 11, 1921, effective on the day following its publication, provides that all goods, except those enumerated in Schedules A and B, may be imported into Italy without the formality of an import license. Goods listed in Schedule A require a license when imported by private individuals, while those in Schedule B may be imported only by the state.

The commodities in Schedule A include: Perfumery and perfumed soaps; explosives: laces, tulles, and embroidered fabrics of linen, cotton, wool, and silk; woollen carpets; wooden frames, furniture, toys, and smallwares; manufactures of cardboard and paper; manufactures of furs; guns, pistols, and revolvers; manufactures and semi-manufactures of gold, including jewelry; silver manufactures and silver jewelry; gold watches; automobiles; sulphur; manufactures of glass, ground, cut, gilt, or silvered; "mercerie," including toys and printed cinematograph films; pianos. Those in Schedule B are: Gasolene, petroleum and heavy mineral oils for fuel; coffee and coffee substitutes; sugar; tobacco; saccharine; matches; playing cards; cereals, including rice, dried vegetables, and flour made therefrom; oats; meats, frozen, salted, and in tins, and bacon.

CHINA'S FLOUR INDUSTRY

China as a whole and Shanghai in particular are making strides in the flour-manufacturing industry, according to *Finance and Commerce*. There are at present 20 roller flour mills in Shanghai, with a daily capacity of 46,000 bags. The flour production of Shanghai amounts to a third of the total output of China, which is estimated at 48,000,000 sacks, or 12,000,000 barrels per annum.

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

VII

Methods of Conducting an Export Trade with Mexico

THE MEXICAN PESO

Mexico is now on a gold exchange basis, with the gold peso as the theoretical unit of value. It contains 75 centigrammes of pure gold and has an intrinsic value of .4986 dollars. In 1919, the Mexican Government decreed American gold coin legal tender in all the Republic at the fixed rate of one American gold dollar for two pesos Mexican gold. Mexican silver is considered legal tender up to twenty pesos. The exportation of gold, whether in the form of bullion or of coin, has been prohibited, and the Mexican peso has recently been at a discount in New York varying from one to five per cent.

This is an important point for the exporter to keep in mind in dealing with Mexican merchants. The American gold coin being legal tender in Mexico at the fixed rate of two pesos for one dollar, the drawee of a bill of exchange drawn in American dollars for say \$100 would only be required to tender 200 pesos in payment. With the peso worth 48 cents United States currency, as it has recently been, 200 pesos would have a convertible value in New York funds of only \$96, not taking into account the bankers' commission for providing the latter funds.

To guard against the loss which would result from payment in the above form, American exporters usually have an understanding with their Mexican customers that payments of drafts against the sales of merchandise will be made in Mexican gold at the rate of exchange for purchasing sight drafts on New York. This means, of course, that with the peso worth 48 cents United States currency, the Mexican importer has to provide 208.33 pesos for every \$100 worth of merchandise he buys from the United States. But to buy \$100 draft on Montreal, with Canadian funds at a 15 per cent discount in New York, the Mexican importer need provide only some 177 pesos. In seeking a market in Mexico, Canadians would do well to emphasize this feature favouring Mexican purchases in Canada.

METRIC SYSTEM

The metric system is the legal standard for weights in Mexico and is the one used by the customs tariff. The exporter therefore should compute all his weights in kilogrammes.

LANGUAGE

It is hardly necessary to state here that Spanish is the official language of the Republic of Mexico. There are many business houses in Mexico, however, whose partners or managers speak and write French, German, and English quite fluently. It was somewhat of a revelation for the writer to meet in Mexico so many business men of all nationalities who were in the habit of doing business in four languages. Nevertheless, communications with Mexican firms should be in Spanish, as many smaller firms know no other language, and a salesman visiting Mexico must know some Spanish if he is to meet with any degree of success.

SELLING TERMS AND CREDITS

The questions of selling terms and the extent of credits to be granted to Mexican importers are entirely matters to be decided according to the individual cases. European firms selling to Mexico have for many years extended a good deal of credit to

Mexican merchants, and now American firms are beginning to realize that they must give credit to merchants of good standing in Mexico, just as they would give sixty or ninety days to the merchant of good standing in the United States. The important thing for the Canadian exporter to realize is that the merchant of Mexico is considered by the most experienced exporters to that country to be a better credit risk than the merchant in any other Latin-American country. Everywhere in Mexico the writer was told by foreigners that throughout the entire period of the Revolution the responsible Mexican merchant had always paid his bills and had never failed to meet his obligations. A prominent American business man in Mexico City stated that as a rule credits were better in Mexico than in the United States; that he had lost more with Americans than with Mexicans, who, in his words, "even when they do not pay promptly, eventually come across with a certain amount of nursing." A banker in Mexico who has advanced millions by means of trade acceptances based on the credit risks, said that "we have never had in all our experience, over a period of five years, a loss to exceed \$800." For many years European exporters have given open credit to the leading merchants in Mexico. What little money exporters have lost in Mexico has been due not to the failure of merchants to pay their debts, but to the uncertain conditions of the country during the Revolution.

The exporter who demands cash with his order from Mexico must realize that it will take three to six months and even longer for those goods to ultimately reach the retailer and that the importer in the meantime has to meet many other heavy expenses on such shipments before he can turn over his money. He has to repack and reship to all parts of the Republic, and give thirty to ninety days' credit himself. The responsible merchant demands simply long enough credit to enable him to get some return from the goods purchased. If the exporter meets him half way and grants him sixty to ninety days from the date of arrival of merchandise at port of entry, the Mexican importer is generally satisfied. The most of the business of Mexico is in the hands of reliable long-established firms. If the Canadian exporter will simply take the trouble of asking for credit information on prospective buyers from either the Bank of Montreal or the Canadian Bank of Commerce in Mexico City or from Dun's or Bradstreet's he will not go wrong in advancing credits on favourable reports. He should not, however give credit until he has obtained from reliable sources such information.

PACKING AND MARKING MERCHANDISE

In packing merchandise for export to Mexico the following points should be kept in mind:—

1. The physical and chemical properties of the goods shipped, their final destination and means of transportation.

When the purchaser gives explicit directions as to the method of packing, his instructions should be followed to the letter. When he asks for goods to be put up in a certain sized box, it is probable that these goods must travel many miles on mule-back. When he asks for a rainbow coloured label to be put on canned salmon, the exporter should go to that little extra expense and he will gain a good customer for life.

All boxes should be strapped or wired, and machinery should be boxed or crated. Many expensive machines have been idle for months because flimsy crating caused portions to be broken, lost or stolen. The writer was shown in a small town in Mexico a 6-ton lathe costing several thousand dollars which had arrived three months before with everything detachable missing. This lathe had been shipped simply with two pieces 4 by 6 fastened to the feet, and all spare parts tied to the machine with wire. In its journey through Mexico all these spare parts disappeared. Fragile packing is a sure way of losing goods, both by breakage and theft. The Mexican workman will steal everything easily broken into. A Mexican importer of canned goods told the writer that he would pay 10 per cent more for goods shipped in extra strong, well wired or hooped boxes. Flimsy boxes only encourage theft.

2. The exporter must familiarize himself with the various distinctions of weights of merchandise upon which the Mexican Customs Tariff is based. These are as follows:—

Gross Weight (Peso Bruto).—This is the weight of the merchandise including all containers and wrappers, both interior and exterior, or in short, the total weight of the package and contents.

Legal Weight (Peso Legal).—This is the (net) intrinsic weight of the merchandise, plus the weight of its immediate containers and wrappers, such as bottles, cartons, tin boxes, etc. The majority of exporters to Mexico pay duty on this weight, and many make the mistake of designating "net weight" when in reality the weight used is a "legal weight." Straw, excelsior, and such packing material used as such are not considered as forming part of the legal weight. But the legal and net weights, for instance, of a barrel containing liquids would be the same. If the exporter does not state the legal weight correctly, a fine is imposed of a double duty on all overweight and a nominal fine for underweight. In addition, the customs inspector receives a certain percentage on all fines imposed, and many expensive delays follow if any discrepancies are found.

Net Weight (Peso Neto).—This is the intrinsic weight of the merchandise, without containers or packing of any kind. The use of net weight by the Mexican tariff is now confined to precious stones and manufactures of precious metals.

3. All packages should be marked clearly with brush or stencil on at least two sides. These marks usually take the forms of numbers and letters inserted in squares, circles, or triangles. Number the packages consecutively; give the gross, net, and legal weight of each package in pounds and kilogrammes, and on goods intended for water transportation show cubic dimensions. Every package should be marked with the importer's "mark" to distinguish it from other goods in congested warehouses and docks. Other irrelative markings should not appear on the packages. All these marks, numbers, and weights should be faithfully reproduced on all documents.

SHIPPING DOCUMENTS

The following constitutes a complete set of documents covering the average shipment to Mexico:—

Bills of lading, at least three negotiable copies.

Consular invoices, at least two, and preferably three copies, original certified to by the Mexican Consul.

Commercial invoices, four copies.

Packing list, four copies (unless sufficient information is contained in Consular or Commercial invoice).

Insurance certificate.

In order to facilitate clearance at port of entry, it is very important that these documents should be complete. To make this point clear, the method of "despatch" or clearance is as follows: The importer or customs broker on learning that a shipment has arrived for him at port of entry is required to present a request (*pedimento*) for clearance. This request must be made out in recognized form, and must set forth in detail the nature of the goods contained in the shipment such as: number and kind of packages, whether boxes, barrels, bags, etc.; number and marks on each kind of goods in each package; gross and legal weight of each; or where the same case contains more than one kind of goods, he must show the gross weight of the case and the separate legal weight of each kind of merchandise contained therein; finally, the classification of each and every different line of goods comprising the shipment.

Where the exporter has not given full information, the consular invoice must remain incomplete, and the importer is forced to supply the missing data. Now

follows a revision of the shipment, weighing and repacking and so on, incurring loss of time, "fines" by the inspector, and stealing by warehousemen before the importer gets delivery. Naturally, the importer does not wish to buy goods a second time from exporters who are so careless in their shipping documents, as his profits are often entirely eaten up in this way.

THE EXPORTS OF JAMAICA, 1919

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, January 2, 1921.—A review of the imports of Jamaica for 1919, taken from the Blue Book of the Colony which has only recently been published, has already appeared in the *Weekly Bulletin*. At that time the exports were not dealt with as it was desirable to wait for the report of the Agricultural Department, the products being wholly agricultural. It now appears that the value of the exports reached the highest figure in the history of the colony, valuing £5,627,329, as against £2,684,897 in the previous year, an increase of over 100 per cent, and as compared with the figures of twenty years ago an increase of over 300 per cent. To quote from the report of the Department of Agriculture: "The producers of Jamaica received nearly three million pounds more for their exportable produce than in any recent year, and this prosperity appears to be well maintained with every prospect of a stable market in the future for all the chief products of our industries."

The figures of the exports for two years classified under the usual heads are in summary as follows:—

	1918.	1919.
Class I.—Live Animals, Food, Drink and Narcotics.....	£2,022,286	£4,913,396
Class II.—Raw materials and articles mainly manufactured..	173,304	663,600
Class III.—Articles wholly or mainly manufactured.....	480,556	44,102
Classes IV, V.—Miscellaneous unclassified.....	8,751	6,231

ITEMS CONTRIBUTING TO THE INCREASE

The large value of the exports is due to the unprecedented returns from sugar, rum, bananas, logwood extract, coffee, cocoa and coconuts, these seven items accounting for four-fifths of the whole return. To the unusually high prices ruling during the year for the main products and to the fact also that the production was greater are to be attributed this very satisfactory showing. This is more surprising when it is known that during the growing season the rainfall was comparatively small and large areas suffered from drought. Another cause which helped the outward trade of the colony was the improvement in ocean freight facilities, the shipping returns showing that a greater number of vessels, both in steam and sail, called during the year.

DESTINATION OF THE EXPORTS

The most noticeable change that has taken place during the year under review is the large value of the exports that was credited to the United Kingdom, amounting to 63 per cent of the whole. The United States showed no change, remaining at about 24 per cent as in 1918, but it is to be noted that a considerable falling off has taken place in the last few years, as during the decade prior to the war an average of about 55 per cent of the exports went to the United States. The preference granted by the United Kingdom on sugar and other products of the colony accounted to a large extent for the increase in the exports to that country. There was a slight falling off in the percentage of the exports credited to Canada, as a large quantity of the sugar that had formerly gone there was sent to the mother country.

The following table will show the value and percentage of the exports sent to the countries above referred to in 1918 and 1919:—

	1918.	1919.
United Kingdom.. . . .	£1,347,988 (50.2%)	£3,567,103 (63.4%)
United States.. . . .	627,950 (23.4%)	1,342,776 (23.8%)
Canada.. . . .	384,396 (14.3%)	388,677 (6.9%)
Other countries.. . . .	324,553 (12.1%)	328,772 (5.9%)

THE FRUIT TRADE

Bananas.—For the past few years there has been a decline in the fruit trade, particularly in bananas. Last year there was a considerable recovery made, the export showing that 9,673,557 stems had been exported as compared with 4,313,101 as an average in the four preceding years. This, however, was small as compared with former years, the export in 1913 being 11,579,888 stems and ten years ago as many as 16,000,000 stems were exported. Whether this large production will ever be reached again it is impossible to say, as the sugar industry is to a large extent receiving the first attention of the planters. The price of bananas, however, has improved, due probably to competition as another company has entered the field. During the year a new item was seen in the exports, namely, evaporated bananas, 2,000 boxes of which were exported valued at £25,000.

Under the paragraph on coconuts a statement as to the quantity and value of bananas exported during the five-year period 1915-19 is given.

Coconuts and Copra.—The coconut crop has been gradually recovering from the damage done by the cyclone of 1917; the combined industry of nuts and copra gave a return of over £300,000. The number of nuts exported in 1919 was 24,000,000 and of copra 700 tons, an increase in the case of nuts over 1918 of some 6,000,000, while the value of the combined crop was greater by about one hundred per cent. Fortunately for the planters the coconut palms have remained in healthy condition and have not been touched particularly by any harmful disease, and the outlook for the industry in the future is full of promise.

The following table gives the quantity and value of bananas and coconuts exported in the five-year period 1915-19:—

	Bananas.		Coconuts.	
	Quantity. Stems.	Value. £	Quantity. Number.	Value. £
1919.. . . .	9,673,557	1,141,479	24,282,900	285,324
1918.. . . .	3,210,465	297,736	14,210,700	111,553
1917.. . . .	2,395,514	227,478	23,362,900	148,354
1916.. . . .	3,499,565	222,496	27,180,650	179,392
1915.. . . .	8,156,860	599,529	27,329,650	102,486

Sugar and Rum.—In 1913, 4,891 tons of sugar were exported valued at £52,171. Since then there has been a steady increase both in quantity and value, the export last year being 38,000 tons valued at one and a third million sterling. To quote from the Agricultural Report: "This record is expected to be exceeded by a wide margin in the current year and the high prices now resulting from the world shortage of sugar is reacting strongly on the sugar industry of the island which is now rapidly being developed to a standard of 100,000 tons per annum." An enormous quantity of rum was exported in 1919, being the output of three crops warehoused in the island, due to the British embargo placed on the import of rum to which country practically all the rum is exported. The value of the export was £924,170. Rum and sugar together gave a total return of £2,241,714.

Cocoa and Coffee.—Both the above products have shared in the general prosperity with a gain both in quantity and value. In regard to cocoa the Agricultural Department reports that there is an increased interest being shown in this industry, and a brisk demand has arisen for the supply of cocoa plants for the Department, and that

full assistance is being rendered by the local nurseries in encouraging the extension of the cultivation. In reference to coffee, the price at which it is now being marketed "justifies," so the Agricultural Report reads, "the resurrection of this old staple which was formerly one of the leading products of the island." The agricultural instructors are using every effort to encourage the small growers to resuscitate their coffee fields in order to take advantage of the high price now ruling for coffee in the English markets.

MINOR PRODUCTS

A drop of about 8 per cent in the value of the minor products as compared with 1918 was occasioned by the fall in the price of honey, which decreased the value of the exports in this particular item by £116,388. Other minor products contributing to the decline were annatto, sarsaparilla, and lime juice, giving a return less in value than in the previous year by £57,194; these figures include the return of copra. Special notice is taken in the Agricultural Report of the cultivation of sisal, which is now growing into a position of importance. The new industry is looked upon as highly desirable as it does not compete with others in the island. Sisal has only been introduced within the last few years, and now 2,285 acres are under cultivation, with an outlook for a very rapid extension up to 10,000 acres. The return looked for is to be 5,000 tons of sisal per annum, which will make the industry one of some importance in the island. The cashew nut also comes in for notice, and hopes are expressed that in the near future a useful trade in it may be developed.

NOTE.—A table giving the quantity and value of the articles reported from Jamaica in 1919, together with the four-year average 1915-18, has been received and may be consulted on reference to the Department of Trade and Commerce, Ottawa (quoting file T.C.-2-104).

UTRECHT INTERNATIONAL INDUSTRIAL FAIR

Further particulars have now been received in regard to the Utrecht Industrial Fair, which has already been noticed in the *Weekly Bulletin*.

This, the fifth of Holland's industrial fairs, and the first to be international, will be held at Utrecht from the 6th to the 16th of September, 1921. The fair will be held: (1) in the Permanent Fair Building at the Vredenburg Square; (2) in temporary wooden buildings and pavilions in two public squares near each other in the centre of the city. The temporary sample rooms and pavilions will be assembled in groups, as far as possible according to the different branches of industry. Retail business at the fair is prohibited.

Allotments will be begun on April 1, 1921. Participation after that date will be acceded to only as far as available space remains, whilst allocation to the group to which the applicant belongs cannot then be guaranteed.

Classification of the Groups.—The exhibitors will be classified in the following groups: (1) Foodstuffs and Luxuries; (2) Electricity, Machines and Metal Industry; (3) Industrial Requisites, Rubber, Fuel; (4) Building Material; (5) Gold and Silver Articles; (6) Printing, Paper, Office Requisites and Appliances; (7) Textile Industry, Ready-made Clothing; (8) Chemical and Pharmaceutical Products; (9) Paints and Varnishes; (10) Leather; (11) Wood, Cork, Basket Work, Straw; (12) Earthenware, China, Glass; (13) Household, Toilet and Sport Articles; (14) Musical Instruments; (15) Agriculture, Horticulture, and Cattle-Breeding; (16) Economical Services.

Before the opening of the fair, an official catalogue made up of particulars supplied by the exhibitors will be issued. The catalogue will be printed in four languages: Dutch, English, French and German. Inclusion in the catalogue is made free of charge.

Copies of a booklet giving a prospectus of the fair with conditions of allotment, prices of space, and registration blanks, has been received at the Department of Trade and Commerce, and may be obtained on application.

CUBAN SUGAR MAY BE 400,000 TONS SHORT

TRADE COMMISSIONER H. A. CHISHOLM

Havana, February 4, 1921.—Present indications are that the Cuban sugar crop for the grinding season 1920-21 may be 400,000 tons short of last season's production. In the first place, the weather conditions for the last four or five months have been extremely unfavourable for the development of the normal sucrose content in the cane. Continued and heavy rains have so retarded the ripening of cane that in many cases the sucrose content has been reduced to the extent of over 10 per cent. If this condition proves general throughout the island, the first estimates of 3,700,000 tons for this season's yield of crude sugar will have to be reduced by from 300,000 to 400,000 tons—a serious decline from last season's figure of over 3,700,000 tons. In addition to unfavourable weather conditions, there are reports of labour shortage for cane cutting. Cane cutters are receiving only two dollars a day for labour for which five to eight dollars were paid last year. Most of the labour for cane cutting is imported from Jamaica, Haiti, San Domingo, and Spain. With the cost of transportation to Cuba unchanged, and with the cost of living in Cuba showing practically no decrease from its high plane of last season, labour has not been attracted to the Cuban cane fields to the usual extent. Serious epidemics of disease have recently broken out amongst the imported black labour, with the result that large segregation camps have had to be established, thus intensifying the labour shortage. Another unfavourable feature of this grinding season is that many sugar mills have not been able to purchase the necessary repair parts and supplies to enable them to operate at the highest degree of efficiency. Some mills have even had to shut down owing to financial difficulties, as well as to cane and labour shortage. Finally, the low prices now obtained for raw sugars have had a discouraging effect on sugar production in general, both on the plantations and in the sugar mills.

As a result of the operation of these adverse factors, up to February 1 only 152 mills had commenced grinding the 1921 crop, as compared with 185 in 1920 and 184 in 1919. Total receipts of sugar of this season's crop at Cuban ports are 254,267 tons, as compared with 681,359 tons at this date last year, so that 1921 is already over 100,000 tons behind 1920.

LAST YEAR'S CROP WORTH OVER A BILLION DOLLARS

According to statistics just compiled by the Cuban Department of Agriculture, last year's sugar production in Cuba was 3,735,425 long tons, or 274,312 tons less than the crop of 1919. The average selling price of last season's sugars was 11.95 cents per pound and of molasses 3 cents per gallon. According to the Department, Cuba's income in 1920 from sugar and molasses was \$1,005,451,081. Unless present prices stiffen up a good deal, Cuba's income from the 1921 crop will only be from 25 to 30 per cent that of last year.

PRICE CONTROL IN UNITED KINGDOM REMOVED FROM APPLES AND CANNED SALMON

A cablegram has been received from the High Commissioner's Office in London to the effect that price control in the United Kingdom has been removed from apples and canned salmon.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING FEBRUARY 16, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 16; those for the week ending February 9 are also given for the sake of comparison:—

		Parity.	Week ending February 9, 1921.	Week ending February 16, 1921.
Britain.. . . .	£	1.00	\$4.3821	\$4.4871
France	Fr.	1. .193	.0809	.0859
Italy.. . . .	Lira	1. .193	.0414	.0426
Holland.. . . .	Florin	1. .402	.3880	.3962
Belgium.. . . .	Fr.	1. .193	.0849	.0896
Spain	Pes.	1. .193	.1593	.1633
Portugal	Esc.	1. 1.08	.1131	.1204
Switzerland.. . . .	Fr.	1. .193	.1832	.1910
Germany	Mk.	1. .238	.0188	.0199
Greece.. . . .	Dr.	1. .193	.0808	.0852
Norway.. . . .	Kr.	1. .268	.2002	.2047
Sweden.. . . .	Kr.	1. .268	.2494	.2586
Denmark.. . . .	Kr.	1. .268	.2092	.2127
Japan.. . . .	Yen	1. .498	.5500	.5576
India.. . . .	R.	1. 2s.	.3110	.3153
United States.. . . .	\$	1. \$1.00	1.1312	1.1468
Argentina.. . . .	Pes.	1. .965	.9092	.9045
Brazil.. . . .	Mil.	1. .4850	.1696	.1806
Roumania	Lei	1. .193	.1538	.0164
Jamaica.. . . .	£	1. 4.86	4.4005	4.499
Barbados.. . . .	\$	1. 1.	.89 to .92	.93 to .96
British Guiana	\$	1. 1.	.89 to .92	.93 to .96
Trinidad.. . . .	\$	1. 1.	.89 to .92	.93 to .96
Dominica.... . . .	\$	1. 1.	.89 to .92	.93 to .96
Grenada.. . . .	\$	1. 1.	.89 to .92	.93 to .96
St. Kitts.. . . .	\$	1. 1.	.89 to .92	.93 to .96
St. Lucia.. . . .	\$	1. 1.	.89 to .92	.93 to .96
St. Vincent.. . . .	\$	1. 1.	.89 to .92	.93 to .96
Tobago.. . . .	\$	1. 1.	.89 to .92	.93 to .96

JAPAN'S SHIPBUILDING DURING 1920

Mr. A. E. Bryan, Canadian Trade Commissioner in Japan, has sent in, under date January 19, 1921, a detailed return which accurately and concisely covers the shipbuilding activities of Japan during 1920. The return proper, which was prepared by Professor F. P. Purvis, late Professor of Naval Architecture in the Imperial University, and is on file at the Department of Trade and Commerce, Ottawa (quote T/C.—2—110), where it may be consulted on application, is prefaced by the following comment:—

“The returns show a fairly high output for Japan during last year. In the Government work comes the *Mutsu*, launched at Yokosuka, the sixth battleship under the ‘eight and eight’ programme, eight battleships and eight cruisers not more than eight years old, which has been part of the naval policy of the country during some years past. From the private shipyards the balance of ships due to the American Shipping Board have been launched; also a large number of cargo steamers owned at home. Of work still on hand there is enough in most of the shipyards to keep things going till next summer; this with the addition of the Government work either placed or promising should make 1921 a good year on the whole; but, unless some great change takes place, the close of next year will mark a considerable falling off from past and present prosperity.”

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

2734. **Hosiery and underwear.**—A Glasgow firm of merchants and agents with London and Manchester branches wish to get in touch with Canadian manufacturers of hosiery and underwear who require agents in Great Britain.

2735. **Flour.**—An Antwerp firm desire quotations from Canadian millers for first clear and second clear flour, packing bags 132 pounds, quotations Canadian dollars c.i.f. Antwerp. Payment irrevocable credit in Canada. Shipment 100 tons or more.

2736. **Canned salmon.**—Brokers with wide connections are desirous of obtaining the representation in France of a reliable Canadian exporter of salmon.

2737. **Representation in Australasia and the Orient.**—A returned officer, established as selling and export agent in Vancouver and having completed several large foreign sales since returning from overseas, desires Eastern Canadian connections in machinery, metal products, woodenware, etc., for sale in British Columbia or for export. Has representatives in Australia, New Zealand, the Orient, Straits Settlements, and other markets. Possesses thorough knowledge of import and export technique, is familiar with engineering problems, and in a position to advise purchasers on technical subjects. First-class bank references.

2738. **Maple flooring.**—A Manchester firm are open to import large quantities of maple flooring.

2739. **Electrical material.**—An old-established firm in Milan are anxious to get in touch with Canadian firms dealing in the above.

2740. **Earths and refractory materials.**—A firm in Milan would be glad to hear from Canadian houses dealing in earths and refractory materials.

2741. **Industrial technical articles.**—A Milanese company inquire for industrial technical articles.

2742. **Rubber goods (all kinds).**—A very important Milanese firm would be glad to consider offers from Canadian firms dealing in rubber goods.

2743. **Ball bearings, drilling machines, etc.**—An important firm in Milan are willing to consider offers from Canadian firms wishing to trade with Italy in the above-mentioned products.

2744. **Railway material.**—A house in Rome are anxious to import railway material from Canada.

2745. **Leather belting, asbestos, etc.**—A house in Milan would be glad to purchase the foregoing articles in Canada.

2746. **Asbestos.**—A firm in Genoa are most anxious to represent Canadian firms wishing to export asbestos to Italy.

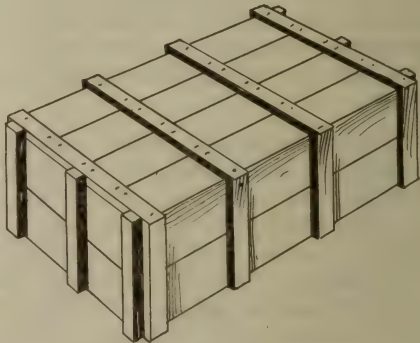
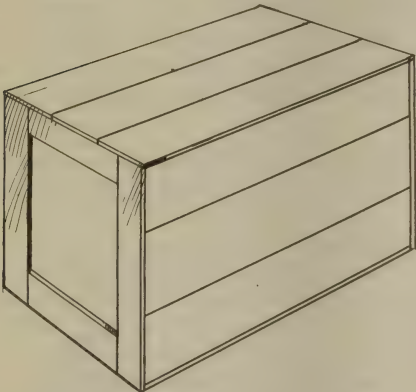
2747. **Scientific and technical articles, electrical material, rolling stock.**—One of the most important Italian limited companies would be glad to hear from Canadian firms wishing to export the above to Italy.

2748. **Medicinal specialties.**—A house in Milan would like to get in touch with Canadian houses dealing in medicinal specialties.

2749. **Paper and cellulose.**—An old-established firm in Naples inquire for Canadian paper and cellulose.

2750. **Box shooks and lumber.**—Quotations are invited by a Japanese firm for box shooks and lumber in accordance with specifications and sketches given below. Three separate quotations are required, as follows:—

1. Box shooks in accordance with specifications.
2. Saw boards of the most economical size so that the boxes can be made in Japan.
3. Plain logs of the most economical size for resawing into board of the required dimensions to make these boxes.



Perspective View of Box No. 1 to No. 8.

Perspective View of Box A and B.

The material is required for use by one of the Japanese Government Monopoly Bureaus, and the first order will probably amount to the sum of 200,000 yen, but if the first order is successful future business would be larger.

Specification of Boxes

Code Cyphers	Box Number	Internal Measurements			Percentage of 6 ft. sq.	Quantity
		Length	Width	Depth		
O.	A	1.92	3.95	1.14	.860	20,000
T.	A	1.92	3.05	1.14	.791	12,000
A.	No. 1	1.27	2.45	1.29	.607	2,500
K.	No. 2	1.38	2.45	1.29	.637	1,000
E.	No. 4	1.64	2.40	1.29	.697	2,500
S.	No. 5	1.15	2.40	1.29	.565	25,000
H.	No. 7	1.40	2.42	1.29	.637	2,500
U.	No. 8	1.33	2.29	1.29	.595	5,000

Note.—The measurements indicate feet and decimals of a foot.

Quality of lumber must be cedar, and no other is to be substituted. The quality can be of the lowest grade, but should not contain any knots which are easily forced out. The knots which are firmly set in boards, and are less than one inch in diameter, are permissible, though they are not desired by any means.

Construction of boxes is illustrated in the sketch roughly drawn.

Drying.—The lumber must be dried to the extent that it will not crack nor bend under any atmospheric condition.

Dressing.—The dressing of lumber is not necessary, as the Japanese Government will impose duty on dressed lumber.

Jointing.—The top and bottom of all boxes may be made of four or less separate boards, while the sides must not be any more than two, and any board whose width is less than six inches must not be used. The joint or side must not be in the same plane with that of front, but must have half-inch distance at least in order to protect split.

Reinforcement.—The reinforcing board must be of the same quality and the thickness is 4/100 foot and width is 15/100 foot.

Box A and B.—Each box is to be reinforced by eighteen cross boards for its body and four for its cover.

Quotation is to be given per box shook, f.o.b. steamer Vancouver or c.i.f. Yokohama, whichever way is convenient to the seller. Should the sellers deem it cheapest way to produce the required box, they may send quotation on plain lumber of convenient size for above box in timber or log.

Shipment.—One-third of each item must arrive at Yokohama end of March and one-fourth of the remainder monthly thereafter.

Payment.—Confirmed letter of credit will be furnished upon consummation of contract.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

To LIVERPOOL.—*Melita*, C.P.O.S. Line, about February 26; *Minnedosa*, C.P.O.S. Line, about March 3; *Corsican*, C.P.O.S. Line, about March 5.

To LONDON.—*Bolingbroke*, C.P.O.S. Line, about February 28; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about March 4; *Bosworth*, C.P.O.S. Line, about March 18.

To GLASGOW.—*Pretorian*, C.P.O.S. Line, about April 1.

To MANCHESTER.—*Manchester Corporation*, Manchester Liners, about March 5; *Manchester Importer*, C.P.O.S. Line, about March 23.

To SOUTHAMPTON.—Scandinavian, C.P.O.S. Line, about April 1; *Corsican*, C.P.O.S. Line, about April 16.

To BELFAST AND DUBLIN.—*Melmore Head*, Head Line, about February 25.

To CARDIFF AND SWANSEA.—*Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about March 9.

To ANTWERP.—*Bolingbroke*, C.P.O.S. Line, about February 28; *Bosworth*, C.P.O.S. Line, about March 18.

To ROTTERDAM.—*Fanad Head*, Head Line, about March 1; *Ramore Head*, Head Line, about March 20.

To HAVRE.—*Tunisian*, C.P.O.S. Line, about April 18.

To HAMBURG.—*Fanad Head*, Head Line, about March 1; *Ramore Head*, Head Line, about March 20.

To ST. JOHN'S (NFLD.).—*Manola*, Canada Steamship Lines, about February 28.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—*Fangturm*, Houston Lines, about February 25.

To AUSTRALIA AND NEW ZEALAND.—*Canadian Planter*, Canadian Government Merchant Marine, Ltd., about March 4; a steamer, New Zealand Shipping Company, about March 20.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO EASTERN AND FAR EASTERN PORTS.—*Canadian Mariner*, Canadian Government Merchant Marine, Ltd., about February 23; *Hellenes*, Houston Lines, about February 25; *Sutton Hall*, Ellerman-Bucknalls, about March 5.

TO SOUTH AFRICA.—*Kaduna*, Elder-Dempster & Co., about February 28.

From Halifax

TO PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Cunard Line, about March 12.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about March 2.

TO BRITISH WEST INDIES.—*Caraquet*, Royal Mail Steam Packet Company, about March 4.

TO LONDON.—*Roman Prince*, Furness Withy & Co., about March 3.

TO LIVERPOOL.—*Canada*, White Star-Dominion Line, about February 27; *Canadian Explorer*, Canadian Government Merchant Marine, Ltd., about March 2; *Haverford*, White Star-Dominion Line, about March 14; *Cassandra*, Anchor-Donaldson Line, about April 1.

TO MANCHESTER.—*Manchester Corporation*, Furness, Withy & Co., about March 7.

TO ST. JOHN'S (NFLD.).—*Rosalind*, Red Cross Line, about February 21; *Sable I.*, Farquhar & Co., Ltd., about February 23; *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about March 3.

TO HAMBURG, DANZIG, AND LIBAU.—*Gothland*, Red Star Line, about March 7.

TO RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO, AND BUENOS AIRES.—*Canadian Victor*, Canadian Government Merchant Marine, Ltd., about February 25.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Farmer*, Canadian Government Merchant Marine, Ltd., about March 2.

TO HAVANA, CUBA.—*Canadian Sealer*, Canadian Government Merchant Marine, Ltd., about February 25.

From Victoria.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Teucer*, Blue Funnel Line, about March 15.

From Vancouver, B.C.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Teucer*, Blue Funnel Line, about March 5.

TO SYDNEY AND MELBOURNE.—*Canadian Skirmisher*, Canadian Government Merchant Marine, Ltd., about March 20.

TO AUCKLAND, WELLINGTON, AND LYTTLETON.—*Canadian Winner*, Canadian Government Merchant Marine, Ltd., about April 15.

TO SINGAPORE, COLOMBO, AND BOMBAY.—*Canadian Traveller*, Canadian Government Merchant Marine, Ltd., about March 30.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Statesman*, Harrison Direct Line, about April 1.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Prospector*, Canadian Government Merchant Marine, Ltd., about March 15.

TO AUSTRALIA AND NEW ZEALAND.—*Waimarino*, Canadian-Australasian Royal Mail Line, about March 7.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, C.P.O.S. Line, about March 10; *Empress of Asia*, C.P.O.S. Line, about April 28.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about February 23; *Empress of Japan*, C.P.O.S. Line, about April 19.

TO KARATSU, SHANGHAI, HONG KONG, SINGAPORE, AND MANILA.—*Melville Dollar*, Dollar Line, about February 26; *Harold Dollar*, Dollar Line, about March 11.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George H. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighting, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs, 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

E. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

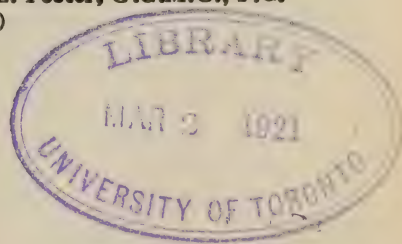
COMMERCIAL INTELLIGENCE BRANCH

CANADA



The Port of Colombo, Ceylon. (See p. 368.)

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)



OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, February 28, 1921

No. 891

PRICE OF WEEKLY BULLETIN AND ITS SUPPLEMENTS

Owing to the greatly increased costs of publication of the *Weekly Bulletin*, the price to subscribers outside the Dominion of Canada has been increased from \$2 to \$3.50 per annum. This applies to renewals as well as to new subscribers.

The published price of Supplements to the *Weekly Bulletin*, for circulation outside of Canada, has been fixed at 35 cents per copy.

BRITISH ENGINEERING FIRM'S OFFER TO CANADIAN MANUFACTURERS

A letter has been received from a British engineering firm who desire to get into communication with Canadian manufacturers who would be prepared to undertake the manufacture of a patent farm tractor under Canadian patent for both domestic and export trade. The features of this tractor, it is stated, are different from those of any other make. The name and address of the makers of the tractor, with a descriptive catalogue and poster, are on file at the Department of Trade and Commerce, Ottawa (quote File No. 19025), and available to interested Canadian manufacturers.

GENERAL APPLE MARKET CONDITIONS

J. FORSYTH SMITH, CANADIAN FRUIT TRADE COMMISSIONER

Liverpool, February 3, 1921.—The quantities of apples coming forward during the last two weeks of January have exceeded those of the first half of the month by some 20,000 cwts. (long), the quantities from Canada showing an increase of over 39,000 cwts. The total apple imports have been twice as great as those during the corresponding period of 1920, and three times as great as those during the corresponding period of 1917. The quantities from Canada have been somewhat less than two and a half times those of the corresponding period of 1920 and over three times those of the corresponding period of 1917. The proportion of shipments from Canada increased from 29 per cent during the first half of January to 38 per cent during the period from January 16 to January 29.

Prices for sound fruit have been maintained on a level with those obtaining during the first half of the month. The proportion of apples arriving in more or less unsound condition, however, has been greater, and the average of returns will probably show a decrease. Many varieties have shown signs of seasonal softening, of bronzing or frost, and the number of slacks has increased. Spies have been in particularly poor condition, some very low prices have been made for Golden Russets on account of condition, Greenings have been badly bronzed, Fallawaters have been generally off, and there has been great variation in the condition of Baldwins and Starks. New York Greenings have been arriving in much better condition than those from Canada, and have brought very satisfactory prices. Virginia York Imperials, however, have been reaching the market in quantities in such very poor condition that, while the best sound samples have brought 35s. to 45s., a large proportion have sold between 17s. and 26s.

BARREL APPLE VALUES

The following table gives the range of the principal varieties of barrel apples on the four chief markets of the United Kingdom during the last two weeks of January:—

Variety	Liverpool	Glasgow	London	Manchester
Ontario Apples—				
Baldwins 1.	40s.-47s.	35s.-40s.	.....	35s.-40s.
Baldwins 2.	36s.-40s.	30s.	.....	27s.-31s.
Baldwins Dom. . . . .	.....	.....	.....	.....
Baldwins 3.	27s.-28s.	26s.	.....	.....
Golden Russets 1.	45s.-54s.	.....	.....	sl 30s.-34s.
Golden Russets 2.	43s.-47s.	.....	.....	.....
Golden Russets 3.	31s.-37s.	.....	.....	sl 28s.
Ben Davis 1.	34s.-40s.	34s.-36s.	.....	.....
Ben Davis 2.	27s.-28s.	31s.	.....	.....
Ben Davis Dom.	30s.	.....	.....	.....
Ben Davis 3.	24s.-25s.	.....	.....	.....
Talman Sweet 1.	26s. 6d.	25s.-30s.	.....	.....
Talman Sweet 2. . . . .	.....	25s.	.....	.....
Talman Sweet 3. . . . .	.....	20s.-25s.	.....	.....
Starks 1.	25s.-30s.	35s.	.....	.....
Starks 2.	24s.-27s.	30s.-32s.	.....	.....
Starks 3. . . . .	.....	25s.	.....	.....
Gano 1.	36s.-42s.	37s.	.....	.....
Gano 2.	35s.-38s.	31s.	.....	.....
Greenings 1. . . . .	.....	45s.	.....	.....
Greenings 2. . . . .	.....	33s.	.....	.....
Nova Scotia Apples—				
Baldwins 1.	28s.-37s.	.....	30s.-45s.	27s.-40s.
Baldwins 2.	24s.-35s.	.....	27s.-40s.	22s.-35s.
Baldwins Dom.	24s.-29s.	.....	30s.-37s.	22s.-32s.
Baldwins 3.	21s.-28s.	.....	25s.-34s.	15s.-26s.
Golden Russets 1.	35s.-50s.	.....	40s.-55s.	32s.-49s.
Golden Russets 2.	31s.-46s.	.....	39s.-50s.	25s.-39s.
Golden Russets Dom. . . . .	.....	.....	40s.-45s.	29s.-34s.
Golden Russets 3.	23s.-35s.	.....	35s.-40s.	24s.-30s.
Ben Davis 1. . . . .	.....	.....	36s.-44s.	30s.-33s.
Ben Davis 2. . . . .	.....	.....	32s.-44s.	31s. 6d.
Ben Davis Dom. . . . .	.....	.....	31s.-36s.	25s.-30s.
Ben Davis 3. . . . .	.....	.....	27s.-35s.	18s.-28s.
Starks 1.	30s.-40s.	.....	30s.-45s.	27s.-35s.
Starks 2.	25s.-34s.	.....	30s.-42s.	23s.-32s.
Starks Dom.	22s.-34s.	.....	25s.-35s.	22s.-29s.
Starks 3.	18s.-25s.	.....	25s.-30s.	18s.-25s.
Fallawaters 1.	30s.-36s.	.....	30s.-41s.	26s.-35s.
Fallawaters 2.	24s.-34s.	.....	30s.-35s.	22s.-28s.
Fallawaters Dom.	25s.-35s.	.....	25s.-37s.	24s.-29s.
Fallawaters 3.	22s.-26s.	.....	25s.-32s.	18s.-24s.
Spy 1.	sl 23s.-29s.	.....	.....	30s.-35s.
Spy 2.	sl 26s.-27s.	.....	.....	24s.-28s.
Spy Dom.	sl 20s.-25s.	.....	.....	20s.-29s.
Spy 3.	sl 16s.-21s.	.....	.....	15s.-21s.
American Apples—				
Virginia—				
York Imperials.	30s.-40s.	25s.-30s.	.....	25s.-35s.
Albemarle.	42s.-50s.	.....	.....	.....
Ben Davis.	32s.-38s.	.....	.....	.....
New York—				
Baldwins.	34s.-43s.	36s.-44s.	.....	32s.-44s.
G. Russets.	39s.-48s.	37s.-40s.	.....	.....
Greenings.	32s.-48s.	42s.-51s.	.....	30s.-45s.
Ben Davis.	27s.-41s.	30s.-37s.	.....	33s.-36s.

BARREL APPLES—SPECIAL COMMENT

The Nova Scotia apples ex ss. *Lisa Brodin*, Liverpool, 17th and 19th, were in general somewhat superior to those on the previous boat, the ss. *Canadian Beaver*, but Spies, Baldwins and Starks, in many cases, showed more or less bronzing. Prices remained practically unchanged.

About 14,000 barrels of Nova Scotia apples ex ss. *Canadian Otter*, sold in Manchester on January 18. The general standard of quality was not high, there were

too many Domestics and No. 3's, many lots were also affected by frost and seasonal softening, and the quantities on offer at one time were more than the market could satisfactorily dispose of. Prices dropped substantially below those paid for the apples ex ss. *Lisa Brodin*, sold in Liverpool at the same time, Baldwins No. 1 (tight) selling at 27s. to 33s., as compared with 25s. to 37s. in Liverpool; Starks No. 1 at 27s. to 31s., as compared with 30s. to 37s., and Fallawaters No. 1 at 26s. to 33s., as compared with 31s. to 36s. Similar prices were made for a further lot of apples ex this ship sold on January 20.

Some 9,000 barrels of Nova Scotia apples ex ss. *Angelica Marsk*, Manchester, January 25, met a much stronger market, Baldwins No. 1 selling at 35s. to 40s., as compared with 27s. to 33s.; Starks No. 1 at 29s. to 35s., as compared with 27s. to 31s., and Fallawaters No. 1 at 30s. to 35s., as compared with 26s. to 33s.

The Ontario apples ex ss. *Pretorian*, Glasgow, 21st., comprised a number of packs of very inferior quality, some fully deserving the expressive trade name "rubbish." The grading in many cases was not at all up to the standard, and undoubted culls were included in many packs of No. 3 grade.

The Nova Scotia apples ex ss. *Knut Hamsen*, Liverpool, 24th, 26th and 28th, were a good average shipment, in fair condition, there being, however, a considerable number of slacks and the usual percentage of seasonal deterioration. Prices showed a somewhat stronger tendency as compared with the previous boat. The stowage conditions in connection with the *Knut Hamsen* were not altogether satisfactory. In the lower hold the barrels were stowed as many as 14 tiers high, and fully 100 barrels of the lower tiers must have had their heads squeezed out by the great weight above them. Rough weather had also been responsible for a certain amount of damage 'tween-decks. The handling of the necessary cooping by the steamship authorities, owing no doubt to inexperience, was not as prompt and satisfactory as in the case of the regular lines, the barrels being left unheaded on the quay for periods that rendered them liable to pilferage.

Something over 7,000 barrels of Ontario apples ex *Turcoman* and *Bolingbroke* were sold at Avonmouth, Bristol, on January 25. There was a certain amount of frosting and slackness, many of the Golden Russets were in poor condition, and the Spies showed considerable waste. Prices were about on a level with those of other markets, and did not show the superiority that has been reported in the case of previous Bristol sales.

The Ontario apples ex ss. *Empress of France* were in general of fair quality, except some of the lower grades. There was, however, as is to be expected at this time, a fair amount of bronzing or scald. Prices did not vary much from the level set for Ontario apples in previous boats.

BOXED APPLES

Boxed apples have continued in heavy supply, with little change in the level of prices as compared with the first half of January. Oregon Newtowns, Extra Fancy, have ranged from 17s. to 22s., while Fancy have sold at 16s. 6d. to 19s., and "C" grade at 14s. 6d. to 19s. British Columbia Newtowns No. 1 have ranged from 16s. to 20s. California Newtowns have sold in Liverpool and Manchester at 16s. 3d. to 18s., and in London from 18s. to 19s. Spitzenbergs, extra fancy, have ranged from 15s. 6d. to 17s.; Winesaps, extra fancy, from 15s. to 19s., with "C" grade at 13s. to 15s. 6d.; Stayman, Winesap, extra fancy, from 13s. to 14s.; Delicious, extra fancy, from 13s. 6d. to 17s.; British Columbia Jonathans No. 1 from 15s. to 18s.; Winter Bananas, extra fancy, have sold at 18s.; fancy at 16s. to 16s. 6d., and "C" grade at 13s. 9d.; Washington Ben Davis, extra fancy, at 10s. 6d. to 12s., and Washington "C" grade Gano at 13s. to 15s. Shipments of Ontario boxed apples have been small, of poor quality, and in poor condition.

BOXED APPLES—SPECIAL COMMENT

The Ontario Domestic boxed apples ex ss. *Cassandra*, Glasgow, January 14, previously reported on, on information received from a correspondent, were personally inspected during a recent visit to Glasgow, and were found to fully justify the adverse criticisms passed upon them. All were unpapery, the general standard of quality was low, many being badly spotted, and a large proportion were very wasty. It is a great mistake to attempt to export apples of this class, especially in the more expensive box pack.

A shipment of some 1,200 Ontario boxed apples ex ss. *Manchester Mariner* were sold in Manchester on January 20. They were all in unsound condition and made very unsatisfactory prices, as follows: Starks No. 1, 9s.; Ben Davis No. 1 10s., No. 2 9s. 6d.; Baldwins No. 1, 9s. to 10s.; Golden Russets No. 1, 17s. 9d.; Mann No. 1, 10s.; Spy No. 1 8s. 3d. to 10s., No. 2 8s. 6d.; Domestic, 7s. 3d.; Greenings No. 1, 9s. 3d.; Talman Sweet No. 1 9s., No. 2 8s.; Grimes Golden No. 1 10s. 3d., No. 2 9s. 6d.; Belleflower No. 1, 10s.; Bottle Greening No. 1, 7s.; Kings No. 1, 8s. 6d. to 8s. 9d.; Snow No. 1, 10s. The waste counts in the above ran from 5 to 34 per case.

A shipment of British Columbia apples to Glasgow, ex ss. *Pretorian*, arrived in fairly satisfactory condition, selling as follows: Jonathan No. 1, 15s. to 18s.; Rome Beauty No. 1, 14s. to 18s.; Spies wasty, No. 1 10s., No. 2 8s.; Newtowns No. 1, 20s.; Spitzenberg No. 1, 15s.; Grimes Golden No. 1, 9s.

A shipment of some 594 Ontario apples ex ss. *Empress of Britain* sold in Liverpool on January 26. These were all Domestic, of the same pack that has been so adversely commented upon as arriving in Glasgow ex ss. *Pretorian*. They were all unpapery, of inferior quality, and in very poor condition, the waste counts running from 8 to 77 per box. The condition in fact was so bad that they had to be listed in the catalogues under the heading "No Rejections," the buyers thus being obliged to accept the full risks of their bidding. Prices were as follows: Phoenix, 6s. 6d.; Starks, 5s.; Baldwins, 5s. 3d.; Golden Russets, 7s. 9d.; Spies, 3s. 6d.; Greenings, 2s. 6d.

The British Columbia apples ex ss. *Empress of Britain*, Liverpool, January 28, were more or less out of condition, and prices were as follows: Wagners No. 1 (waste count, 3-3-4-7-9-11-13) 88 to 96 9s., 104 10s., 112 to 113 10s. 6d., 138 to 150 11s. 6d., 163 to 175 11s.; No. 2 (waste 2-7-9-11-12-26) 80 to 88 7s. 9d., 96 to 100 8s., 112 to 113 8s. 6d., 125 10s., 138 9s. to 9s. 3d., 150 9s., 163 10s., 175 to 188 9s. 6d., 200 9s. 3d. Rome Beauty No. 1 (waste count, 1-6-9-11-20) 88 10s., 96 10s. 6d., 100 to 104 10s. 9d., 112 to 113 12s. 9d., (waste count, 1-1-0-3-4-5) 125, 15s. to 15s. 3d., 138 to 188 15s.; No. 2, 100 to 113 11s. 3d., 125 to 150 14s. 3d., 163 to 200 14s. Newtowns No. 1 (wasty), 88 to 113 10s., 175 to 225 14s. 9d., 125 16s. Ontario No. 1 (waste counts, 9-11-16), 64 to 80 8s., 88 8s. 6d., 96 9s., 104 to 113 10s., 125 to 175 11s.

ONTARIO APPLES IN NOVA SCOTIA BARRELS

Some complaint is made by buyers of Ontario apples who have received their purchases packed in Nova Scotia barrels. The Nova Scotia barrel is not popular on the market, and it would be a great advantage if the flat-hooped barrel were generally adopted by Nova Scotia. The announcement made last autumn that next year considerable quantities of Nova Scotia apples will come forward in a new barrel of this type has been received by the trade everywhere with approval.

SUPERIORITY OF AMERICAN BOXED APPLE GRADE NAMES

The attention of boxed apple shippers has been strongly called to the aid given to the selling of the lower grades of Western American boxed apples by their attractive grade names, Fancy and Choice. Undoubtedly, British Columbia No. 2's are constantly hampered by the suggestion of inferiority conveyed by this grade name, while American Fancy grade, escaping any such imputation, not infrequently makes as much as Extra Fancy for desirable counts. Thus in Glasgow on December 9, British Columbia

Newtowns No. 2 sold at 18s. to 19s., when Oregon Newtowns, Fancy and "C," were both selling at the same price, 21s. to 23s. 6d.; B.C. Winesaps No. 2 sold at 17s. 6d. when Washington Winesaps, Fancy, were selling at 18s. 3d. to 18s. 6d.; B.C. Jonathans No. 2 sold at 15s. 6d. to 16s., when Washington Jonathans, Fancy, were selling at 16s. 6d. to 17s. 6d.

A concrete instance of trade feeling in this connection will be illuminating. A British Columbia apple exporter was recently being introduced to the Liverpool trade. In the course of remarks dealing with the box apple situation, the future prospects for the lower grades were under discussion. The broker made the uncompromising statement: "I do not think No. 2 boxed apples should ever be shipped to this country." His attention was at once called to the fact that large quantities of Fancy and "C" grades were constantly coming forward, and that, in the case of the former frequently, and of the latter occasionally, the prices realized for sizes 150 to 175's were either equal to or only slightly below those for the same sizes of Extra Fancy, and quite commonly superior to the prices for Extra Fancy, sizes 96 to 125. "Oh," he replied, "I was speaking of No. 2, not of Fancy or 'C' grade." Such was the effect of attractive grade nomenclature on the mind of a prominent dealer constantly handling boxed apples. It was a new idea to him, that Fancy and "C" grade apples, if packed in Canada, would come forward, in accordance with legal requirements, as No. 2 and No. 3.

APPLE IMPORTS INTO THE UNITED KINGDOM

The following are the official figures of apple imports into the United Kingdom from January 16 to January 29, 1917, 1920 and 1921, expressed in long hundred-weights:—

	1917	1920	1921
Week ending Jan. 22—Total imported	49,452	73,765	191,243
Week ending Jan. 22—From Canada	12,383	22,308	85,510
Week ending Jan. 29—Total imported	76,000	87,119	173,850
Week ending Jan. 29—From Canada	33,715	36,048	53,847
Jan. 16 to Jan. 29—Total imported	125,452	160,884	365,093
Jan. 16 to Jan. 29—From Canada	45,098	58,356	139,357

CANADIAN APPLE ARRIVALS

During the last two weeks in January, the following have been the principal arrivals of Canadian apples in United Kingdom ports:—

Port	Steamer	Nova Scotia		Ontario		B.C.
		Barrels	Boxes	Barrels	Boxes	Boxes
Glasgow	<i>Pretorian</i> . . . . .	.....	.....	1,536	.....	4,272
Manchester	<i>Can. Otter</i>	14,982	.....	.....	.....	.....
Manchester	<i>Angelica Marsk</i>	13,000	.....	.....	.....	.....
Liverpool	<i>Lisa Brodin</i>	14,951	426	.....	.....	.....
Liverpool	<i>Metagama</i>	457	.....	4,607	.....	362
Liverpool	<i>Knut Hansen</i>	20,457	16	.....	.....	.....
Bristol	<i>Turcoman</i> . . . . .	.....	.....	5,600	.....	.....
Bristol	<i>Bolingbroke</i> . . . . .	.....	.....	2,100	.....	.....
Liverpool	<i>Empress of Britain</i> . . . . .	.....	.....	3,966	1,194	2,400
London	<i>Castellano</i>	2,000	.....	.....	.....	.....
London	<i>Marstene</i>	15,000	.....	.....	.....	.....
London	<i>Cocambu</i>	14,000	.....	.....	.....	.....
London	<i>Anders</i>	13,431	.....	.....	.....	.....

THE APPLE MARKET IN NORWAY

Norwegian correspondents report that, with heavier receipts of boxed apples, Washington Winesaps, extra fancy, had dropped in value to about 30 kr. per box, or at an exchange rate of \$0.186 per kr., \$5.58.

THE APPLE MARKET IN BELGIUM

A Belgian correspondent reports Washington boxed apples as selling in Antwerp as follows: Winesaps, Spitzenbergs, 60 fr. or at an exchange rate of \$0.073., \$4.38; Yellow Newtowns, 80 fr., or \$5.84.

GERMANY AGAINST PAPER WRAPPING

A Hamburg correspondent explains that the German regulation against paper wrapping of apples is merely a rough and ready method of distinguishing between low and high-class fruit. Paper-wrapped apples are regarded as luxury fruit, and therefore excluded from the country, while free entrance is accorded to apples which, being unwrapped, are not considered as belonging to the luxury category.

DANGEROUS WEATHER CONDITIONS

Apple shippers will be interested to note that present weather conditions appear likely to have an unfortunate effect on next year's English apple crop. A prominent trade paper discusses this matter as follows:—

"From the point of view of personal comfort spring in winter is very acceptable, but it invariably means winter in spring, and that is undesirable, spelling trouble in garden and orchard. Beyond question, for agricultural purposes 'seasonable' weather is the best, the land being all the better for the pulverizing action of the frost, and the fruit trees tolerably safe if the cold weather comes before blossom-time. As it is, the unusual spell of warmth is starting into growth many plants that ought to remain at rest until March. Roses are almost in full leaf, the ramblers particularly, and it would require almost a catalogue to give the names of the plants already in bloom. These, however, have not the same economic importance as the fruit trees. Currants are far advanced; pear and plum buds are forcing their winter wrappings; and although apples do not give the same evidence of movement, there cannot be any doubt but that they are responding to the influence of warmth and moisture. In the absence of any check within the next few weeks, this early rush will mean a serious set-back later, and a repetition of the fruit crop fiasco of last year. The rest of plants cannot be interrupted with impunity. In the circumstances, all we can hope is that the gods will be good to us. The Agricultural Wages Board may fix our wages and settle our hours, but they cannot regulate the elements."

BANANAS AND RETAIL PROFITS

In connection with the report recently presented as to the effect of extravagant retail profits in holding down apple consumption and lessening demand, it is of interest to note that very practical steps have been taken by banana interests to cope with the same tendency in connection with their product. Bananas are in the hands of a great monopoly, who are sufficiently powerful to dictate terms for every stage of the handling of their fruit, and they have recently carried advertising in forty newspapers throughout Great Britain, to inform the consumer as to what is a fair price for bananas under present conditions of primary sales value. Their advertisement runs as follows:—

"THE GREATEST FOOD BARGAIN OF THE DAY IS UNDOUBTEDLY THE WEST INDIA BANANA
AT 1½d. EACH

"While it is difficult to maintain a uniform price to the consumer throughout the country, owing to geographical position and varying size of fruit, the popular West India banana should be obtained anywhere at an average price of 1s. 6d. a dozen.

"The publicity given by the insertion of the above announcement in nearly forty newspapers throughout Great Britain has, as was anticipated, greatly stimulated the demand for bananas, and will, we are sure, be productive of lasting benefit to the trade."

The advertisement, as it read originally, was somewhat more uncompromising than the above, containing no reference to lack of uniformity due to geographical position or to varying size, and stating merely that bananas should be available to the consumer at 1s. 6d. per dozen. Organizations of retailers, however, protested

vigorously against the adoption of one fixed price for all bananas, pointing out that a difference must be made for size and for differences in condition, and stating that "if all the different classes were put at one price, the natural result would be that customers would buy more of the finest fruit than they had been in the habit of doing, and less of the smaller fruit when the best was gone." They suggested that "the best thing that could be done in the matter would be to aim at an average price of 1s. 6d. per dozen, making the price 1s., 1s. 6d., and 2s. per dozen."

To this the distributing company, Messrs. Elders & Fyffes, replied:—

"Last week we reduced our boat price by £10 per ton. At this figure there is no profit at the present time, with the great working expenses we now have. But, as a question of policy, we decided to make this reduction. Unless the wholesaler and retailer reduce their prices proportionately, there is no advantage gained by the public or the trade generally.

"Our present boat price of £30 per ton allows a reasonable amount for wholesaler and retailer. The wholesale price should not be more than a fraction above 1s. 1d. per dozen, leaving a margin to the retailer at 1s. 6d. per dozen. We are now selling ex our various depots at 10s. a flat containing nine dozen bananas.

"We shall be glad to hear from any retailers who are not able to buy West India bananas at the wholesale price mentioned.

"As mentioned before, at our original price, £30 per ton, there is no profit, although we take the greatest risk. The wholesaler at a fraction over 1s. 1d. makes a small profit, while the retailer (with the least risk) makes the largest profit at 1s. 6d. per dozen."

The letter, however, concluded with the concession that in the future the advertisements to the consumer would read that "bananas *can* be obtained at 1½d. each, retailed at an *average* price of 1s. 6d. per dozen, governed by trade conditions and size of fruit."

In view of the situation in this country with regard to retail profits on apples, the above details as to the methods adopted by the distributors of a similar product to safeguard the consumer and increase consumption should be of special interest to apple exporters. It should be borne in mind, however, that it is the monopolistic position occupied by Messrs. Elders & Fyffes with regard to the banana trade that renders it possible to impose their views upon the retailer. Apple interests could exercise no such power, except possibly by an advertising campaign to impress the broader facts upon the public.

RETAIL PROFITS ON BANANAS COMPARED WITH APPLES

It is interesting, however, to compare the reasonable profits allowed to the retailer for selling bananas with the extortionate ones taken for the sale of apples, as detailed in a recent report. The retail profit on bananas above is 34 per cent on cost. The retail profit on apples, sold by the pound, in the cases specially investigated were: Virginia York Imperials, 40 per cent; Ontario Baldwins No. 1, 48½ per cent; Ontario Golden Russets No. 1, 56 to 90 per cent; Oregon Newtowns, 39 per cent; Winesaps, 58 to 75 per cent. On apples sold by the package the profits were as follows: Ontario Greenings, 23 per cent; Ontario Baldwins, 20 per cent; Jonathans, 43 per cent; California Newtowns, 24 per cent; Oregon Newtowns, 35½ per cent.

Bananas are even more perishable than apples, and the retailers' risks in handling this fruit are bound to be greater than in handling apples. If therefore it is possible to handle bananas on a margin of 34 per cent, there should be no excuse for charging the percentages above on apples.

FRUIT IMPORT STATISTICS

The latest issue of the Board of Trade returns of overseas trading gives the statistics for the whole of 1920, in addition to those of December, and allows comparison with 1919 and 1913, the full prewar year. The figures are illuminating in

many ways, and not least in revealing the maintenance of the fruit habit. Notwithstanding that the price of imported fruit is on the average more than three times as high as in 1913, last year's supplies show an increase on the quantities which came in during the prewar year. The value of the imported fruit of all kinds is returned at £36,434,913, as compared with £11,625,979 in 1913 and £29,682,870 in 1919. As may be imagined, having regard to the dearth of home-grown produce of the orchard, apples were imported in considerably increased quantities compared with both the previous year and the earlier year, being 4,520,497 cwt. during the last twelve months as against 3,257,419 cwt. in 1913. Bananas are also up, standing last year at 8,057,625 bundles, or about 500,000 cwt. more than in 1913, but they do not quite touch the figure reached in 1915, the first year after the outbreak of war. Oranges, compared with 1913, show a decrease, as they also did in 1919 and 1915. These three fruits together account for nearly £24,000,000.

Re-exports of foreign and colonial apples for the twelve months ending December 31, 1920, were 38,643 cwt., as compared with 716 cwt. in 1919 and 136,906 in 1913.

BRITISH FRUIT ACREAGES

The report on agricultural statistics of England and Wales for 1920, just issued, contains some interesting information. The total acreage of fruit in 1920 was about 260,000, or 10,000 less than in 1919. The grubbing of old orchards, especially apple orchards, in the West of England, and of old fruit bushes, which was referred to in last year's report, has evidently been continued, but the area of strawberries was increased by about 18 per cent. The total area of strawberries—15,600 acres—is still, however, some 7,800 acres less than in 1914.

The present acreages of fruit are given as follows: Strawberries, 15,596 acres; raspberries, 5,887 acres; currants and gooseberries, 20,659 acres; apples, 132,029 acres; pears, 8,749; cherries, 8,772; plums, 16,109; others, including mixed orchards, 54,348 acres; total, 220,007 acres.

AGITATION FOR CLOSED ROOMS AT HULL

There are three auction sale rooms in Hull, all of which have in the past been operated as open rooms—i.e., the buying has not been restricted to members as in Manchester and Liverpool, but open to all dealers. This has permitted retailers to compete for supplies with wholesalers. Efforts have been made by the latter to secure closed rooms, and the whole subject was recently ventilated at a meeting of the Fair Trading Council, held under the auspices of the Ministry of Food.

Although Hull is not of very much importance to Canada as a primary distributing point, the points of the discussion will be of interest to Canadian exporters on account of the light they throw on the principle of a closed room as operated in Manchester and Liverpool.

The Buyers' Association complained that retailers, buying in small quantities, were able to run up prices and so create false values. The retailers' reply was that this objection would disappear if no small lots were offered at the beginning of sales, and if a minimum lot were fixed at twenty packages. These two conditions are in operation in Manchester and Liverpool.

According to the scheme for the regulation of sales set forth by the Buyers' Association, the right of purchase would be confined to that body, which would accept as members all legitimate wholesalers, all fruit and vegetable salesmen able to show 50 per cent wholesale trade, and a certain number of large retailers, whose election should be determined by a committee of brokers and buyers in equal numbers, with a broker as chairman, who would have a casting vote.

The Humber Salesroom, one of the auctions, accepted these conditions, and has become a closed room. The Commercial Salesroom, however, considering that it was

inimical to the interests of the fruit trade that any restrictions should be placed on sales, and that the inclusion of large retailers gave preferential treatment to a small body of traders, and handicapped the small retailer, has decided to remain open.

A special case was made for the exclusion of retailers from the third auction sales at the dockside.

Beyond providing an opportunity for the full discussion of the matter, nothing was accomplished by the meeting of the Fair Trade Council, that body, having regard to the fact that the Humber and Commercial Salesrooms were private properties, considering that it was out of their province to interfere. With regard to the sales at the dock-side, which are confined to Continental fruit, they passed a resolution recommending that these "be open to all buyers who buy in wholesale quantities."

The attitude of exporters, of course, is bound to be adverse to a closed room as tending to decrease competition. In Glasgow, which has long been operated on the open principle, it is found that the limited purchasing power of the smaller participants effectually prevents them from interfering unduly with the operations of wholesalers as far as straight lots of the best fruit are concerned, while they are a valuable factor in securing adequate prices for mixed lots of many uncommercial varieties, lots in poor condition, and small lots generally, which, on account of their being regarded as unworthy of the attention of the larger buyers, frequently fall to a level in a closed room that they would not reach under open conditions.

Spanish exporters, as announced in a recent report, have taken a strong stand in favour of an open room in Liverpool and Manchester, but without being able to effect anything.

AUSTRALIAN PEARS

Arrangements are being made for the despatch of two shipments of Australian pears of 10,000 cases each to London during February and March. The pears will be picked on the hard side, and placed in cool store for pre-cooling before shipment. After being loaded, the chamber will be sealed and will not be opened until the arrival of the vessel at the port of destination.

SOFT AFRICAN SOFT FRUITS

During the last week of January there were 25,000 to 30,000 cases of South African soft fruits on sale at Covent Garden market. These were selling as follows: nectarines, 24 to 32 per box, 17s. 6d. to 20s.; peaches, 15 to 20 per box, 8s. to 15s.; 24 to 32 per box, 6s. to 8s.; pears, Bon Chretien, 20 to 24 per box, 6s. to 8s.; Clapp's Favourite, 20 to 24 per box, 5s. to 6s.; Souvenir, 20 to 24 per box, 6s. to 8s.; plums, Santa Rosa, 7s. to 10s.; Wickson, 28 to 32 per box, 7s. to 10s.; apple plum, 28 to 32 per box, 12s. to 14s.; Challoots, 28 to 32 per box, 10s. to 11s.

AUSTRALIAN APPLE SEASON OF 1921

TRADE COMMISSIONER D. H. ROSS

Melbourne, January 26, 1921.—On expert authority, it is estimated that there will be a surplus of about 2,250,000 cases of Australian apples available for export during the coming season, but it is doubtful if shipping facilities can be obtained for anything like such a quantity.

In shipping circles it is stated that efforts are being made to carry oversea the following quantities:—

From Tasmania.....	750,000 cases
" Victoria.....	350,000 "
" South Australia.....	150,000 "
" Western Australia.....	200,000 "
Total.....	1,450,000 cases

Exporters, on the other hand, do not anticipate that more than 1,250,000 cases can be shipped oversea owing to the lack of cold storage facilities (much depleted by losses in the war) on the steamers now engaged in the Australian trade. The season, so far, has been excellent, but much can happen in the condition of the fruit from the middle of February, when the early varieties come into the market, until towards the end of April, when the late varieties are picked.

The freight has been fixed at 8s. (nominally \$1.95) per case from Australian ports to London and other United Kingdom ports.

ACREAGE OF CROPS AND NUMBERS OF LIVE STOCK IN ENGLAND AND WALES, 1920

TRADE COMMISSIONER HARRISON WATSON

London, February 3, 1921.—The complete returns of acreage and live stock in England and Wales as at June 4, 1920, have been published by the Ministry of Agriculture some four months earlier in the year than were the figures for 1919, in spite of the fact that the compilation of the statistics was rendered exceptionally difficult owing to the very extensive sales of estates and farms which have taken place during the year.

FALL IN THE AREA OF CULTIVATED LAND

A noteworthy feature in 1920 was the decline of 289,000 acres, as compared with 1919, in the area under arable cultivation. A small increase of 48,000 acres in permanent pasture which took place concurrently makes the net decline in what is usually regarded as the cultivated area some 240,000 acres. This loss has followed on a similar reduction in the preceding year, with the result that in the last two years the total area under crops and grass has dropped by 480,000 acres.

This represents a great acceleration in a movement which has been slowly but steadily proceeding for many years. During the preceding quarter of a century, the annual decrease in cultivated land has averaged 30,000 acres, or about one-tenth of one per cent per annum, whereas in the past two years the loss has been about eight times greater.

The Ministry of Agriculture attributes the recent more rapid decline to the fact that during the war there was a very considerable area of agricultural land taken for camps, aerodromes, and munition works. This deduction did not show itself at the time because additional land had been brought into cultivation, the effect of which was to counterbalance these losses almost entirely.

Following on the cessation of hostilities, however, some of the additional land which had been used for food production merely as a war measure was withdrawn, with the result that the diminution arising from the above cause and also on account of the setting aside of land for general building purposes, has become manifest. Another reason of loss is the extensive utilization for allotments of fields previously included in the returns.

No opinion can be formed as to the precise extent to which these various factors operated, but the net alteration in the areas under various headings is shown in the following table:—

Year	Arable	Permanent Grass	Total Area under Crops and Grass (Thousands of acres)	Rough Grazings	Total
1910	11,321	15,972	27,293	3,758	31,051
1911	11,299	15,950	27,249	3,806	31,055
1912	11,335	15,840	27,175	3,775	30,950
1913	11,058	16,071	27,129	3,805	30,934
1914	10,998	16,116	27,114	3,782	30,896
1915	10,966	16,087	27,053	3,765	30,818
1916	11,051	16,023	27,074	3,816	30,890
1917	11,246	15,835	27,081	3,902	30,983
1918	12,399	14,589	26,988	3,987	30,975
1919	12,309	14,439	26,748	4,121	30,869
1920	12,020	14,487	26,507	4,162	30,669

The figures of arable land show that between 1914 and 1918, an additional 1,400,000 acres were put under the plough, and although part of this gain has now been eliminated, the net extension in the ploughed land of England and Wales is still appreciably over 1,000,000 acres (or 9 per cent) in excess of the 1914 total.

Regarding permanent pastures, it will be seen that there has been an important shrinkage, the area having fallen by more than 1,500,000 acres since 1916, but it is stated that the bulk of this area has been ploughed up and now appears under the heading of arable land. It is true that in the year under review there was a small increase of 48,000 acres in permanent pasture, but it cannot be said that at present there is any marked indication of a movement on the part of farmers to put increased areas under permanent pasture.

AREA UNDER CROPS AND GRASS IN ENGLAND AND WALES

The reduction in the arable area as compared with 1919 took place almost entirely in the land under corn crops (including beans and peas), and this again is evidently partly on account of the withdrawal of acreage which had been put under corn as an emergency measure during the war, and partly owing to the ordinary rotation of crops.

The position is set forth in the following table:—

Year	Corn Crops	Roots	Potatoes	Cabbage, Kohl and Rape	Clover and Rotation Grasses	Bare Fallow	Permanent Grass
					(Thousand of acres)		
1899	6,140	1,643	421	160	3,201	331	15,244
1909	5,813	1,569	433	159	2,676	282	15,965
1914	5,759	1,477	462	138	2,381	341	16,116
1915	5,934	1,346	463	134	2,362	310	16,087
1916	5,731	1,316	428	133	2,590	422	16,023
1917	6,035	1,361	508	118	2,500	355	15,835
1918	7,481	1,312	634	112	2,095	409	14,589
1919	6,993	1,379	475	154	2,258	650	14,439
1920	6,449	1,377	545	173	2,448	567	14,487

Corn crops in 1920, though grown on a much smaller acreage than in 1918 and 1919, occupied a substantially greater area than in the earlier years shown in the table, and although farmers are not keeping as large a percentage of their area under corn as is desirable from a national point of view, it is claimed that the prospects of a continuation of high prices and of a guaranteed minimum for the two chief cereal crops under the Agricultural Bill, are having a real effect.

CHANGES IN CROP AREAS

The following table shows the changes in the area under the main corn crops during the past ten years:—

Year	Wheat	Barley	Oats	Beans	Peas
		(Thousands of acres)			
1911.. .. .	1,843	1,424	2,047	301	167
1912.. .. .	1,863	1,457	2,072	277	201
1913.. .. .	1,702	1,559	1,975	268	164
1914.. .. .	1,807	1,505	1,930	294	169
1915.. .. .	2,170	1,232	2,088	267	129
1916.. .. .	1,912	1,332	2,085	236	113
1917.. .. .	1,918	1,460	2,259	211	131
1918.. .. .	2,557	1,501	2,780	251	150
1919.. .. .	2,221	1,510	2,564	285	163
1920.. .. .	1,875	1,637	2,272	257	166

1. *Wheat*.—The total acreage under wheat was 346,000 acres less than in 1919, and does not differ very materially from that ruling before the war.

2. *Barley*.—Barley was the only one of the corn crops to show an increase, and this was no doubt mainly due to the high prices which are realized for barley grown in 1919. The total acreage was nearly 130,000 acres more than in 1919 and the largest since 1904.

3. *Oats*.—The total area under oats was nearly 300,000 acres less than in the previous year, but some 200,000 acres above the pre-war average. The recent decline is attributed to the very large acreage planted in 1918 and 1919 and results from the ordinary rotation of crops.

4. *Rye*.—Although the area of rye was reduced by nearly 11,000 acres, it will be noted that this crop still occupies a much larger acreage than was the rule up to 1918.

5. *Potatoes*.—The total acreage under this important crop exceeded that of 1919 by more than 70,000 acres, and apart from 1918 was the largest on record, being 110,000 acres or about 25 per cent above the pre-war average.

6. *Clover and Rotation Grasses*.—The area under this heading was 190,000 acres more than in 1919, the total area being 2,448,000 acres.

7. *Hay*.—A larger proportion of both permanent grass and clover and rotation grasses was reserved for mowing than in 1919, the acreage from which the crop of seed hay was taken being 1,674,000 acres and of meadow hay 4,395,000 acres. Stocks of hay were practically exhausted at the end of the winter of 1919-20 and farmers naturally kept as much land as possible for mowing.

8. *Fruit*.—The total acreage of fruit in 1920 was about 260,000 acres, or 10,000 acres less than last year, and the grubbing of old orchards and old fruit bushes has evidently been continued.

9. *Flax*.—The acreage of flax was increased by about 4,000 acres to 22,300 acres, or the largest area since 1870. This year occupiers were asked to make a separate return of the acreage grown for fibre and for linseed respectively, 9,400 acres being the result for fibre flax and 12,900 for linseed, and it is fairly evident from the returns that the increase in the area was in that grown for linseed.

NUMBER OF AGRICULTURAL HOLDINGS

The number of holdings separately returned in 1920 was 417,991 as compared with 416,668 last year. The increase took place wholly in the holdings of between 5 and 100 acres, the total gain in numbers in these groups being 2,872, while decreases were shown in both the larger holdings and also in those under 5 acres.

It is stated that owing to the number of farms sold and split up in the last few years, the changes from one category to another have been altogether exceptional, with the result that the influence of the land settlement policy of the ministry cannot be fully appreciated.

It is, however, satisfactory to note that whereas the number of holdings between 5 and 50 acres has been falling for some years, the decline now seems to be arrested.

LIVE STOCK RETURNS

The outstanding feature of the year is the serious decline which has taken place in the numbers of cattle and sheep, the figures in thousands for the past ten years being as follows:—

Year	Dairy Cattle	Other Cattle One Year and above	Calves (Thousands)	Total Cattle	Sheep
1911..	2,393	2,340	1,181	5,914	19,331
1912..	2,348	2,352	1,142	5,842	18,053
1913..	2,265	2,311	1,141	5,717	17,130
1914..	2,484	2,127	1,267	5,878	17,260
1915..	2,434	2,292	1,338	6,064	17,523
1916..	2,430	2,442	1,344	6,216	17,951
1917..	2,465	2,447	1,315	6,227	17,170
1918..	2,578	2,339	1,283	6,200	16,475
1919..	2,554	2,438	1,203	6,195	15,124
1920..	2,353	2,287	907	5,547	13,383

Cattle.—The number of cattle was kept at a high level during the war, but the returns of this year show a marked falling off, the total being a reduction of 650,000 on the year and the smallest number recorded since 1903.

This fall must in the main be attributed to the very heavy slaughter of calves which took place, because nearly half the diminution is accounted for by those under one year old.

During the greater part of the year, the supply of veal was not controlled, while beef and mutton were still under restrictions both as to quantities and price, with the result that butchers were not unnaturally prepared to pay very high prices for calves for slaughtering. Under these circumstances practically all the calves which came into the market were bought by butchers, farmers who in the ordinary way would have purchased a proportion of such animals for rearing, being unable to compete, as the value of store cattle did not justify them in paying such big prices.

The total number of cattle under one year old was returned at 907,000, or 295,000 less than a year earlier, this being the smallest number recorded since this class was first separately distinguished in the returns in 1893.

The dairy herd was also reduced considerably, being 200,000 less than in 1919, but in spite of this heavy reduction, the number was still slightly above the average of the ten years immediately before the war.

From the point of view of the milk supply this decrease in the dairy herd is to some extent compensated for by the increased yields which are now being obtained as compared with the war period, when, owing to short supplies of feeding stuffs, the average production per cow was undoubtedly lower.

The number of breeding stock is moreover large enough for the loss in the herds of the country during the past year to be made good fairly quickly, but this is of course dependent upon prices both of meat and milk, in conjunction with labour conditions, being such as will ensure a moderate return to the farmer.

Sheep.—The position as regards sheep is more disquieting, as the great decrease in the total number between 1919 and 1920 affects a flock which was already very small. The reduction as compared with 1919 was 1,740,000 and the number is the smallest on record.

The control of prices of fat sheep tended to encourage the fattening of ewes for slaughter, and is probably accountable to a large extent for the decline in the flocks of the country. Their restoration to their former level must of necessity be slow, but the decontrol of prices, combined with the high figures received for the wool clip of 1920 should tend to increase breeding.

Pigs.—Unlike other live stock, more pigs were being kept in 1920 than in 1919, the total number returned being 1,994,000, an addition of 195,000, or about 11 per cent.

Horses.—After increasing each year from 1915 to 1919, the number of horses on farms fell in 1920 by about 21,000. Breeding declined and the number of foals was only about 97,000 or nearly 7,000 less than last year, and the smallest number on record. The number of mares has also declined by 20,000 as compared with 1919.

STATISTICS FOR THE WHOLE OF THE UNITED KINGDOM

The figures above dealt with have related only to England and Wales, but a table which appears as an appendix to the Ministry of Agriculture's report covers the position as regards the United Kingdom, is on file at the Department of Trade and Commerce, Ottawa, and may be consulted on application (quote file No. T.C.-2-114).

EXCHANGE RATES FOR AUSTRALIAN CUSTOMS DUTIES

TRADE COMMISSIONER D. H. ROSS

Melbourne, January 26, 1921.—In *Weekly Bulletin* No. 887 (page 190) there appeared a report upon the judgment of the High Court for the Commonwealth whereby the bank rate of exchange (at date of invoice) has been made applicable in the computation of the valuation of invoices of shipments when being passed through the Commonwealth customs, instead of the mint par rate as hitherto on invoices from Canada and the United States.

A prominent deputation (organized by the Melbourne Chamber of Commerce) recently interviewed the Minister for Trade and Customs and made representations to him in urgent terms with regard to the heavy increase which had taken place in the duties on imports from Canada and the United States in consequence of the adoption, by the customs, of the bank rate of exchange in place of the mint par value as the basis of assessment.

It was definitely suggested that a restoration of the lower (or mint par value) basis for the collection of ad valorem duties would be quite practicable as an administrative act, and justifiable as a policy expedient, in view of the serious losses which Australian buyers would incur if the new scale of duties on imports is maintained. In some cases the increase of duty on what are ordinarily regarded as "indispensible" imports is fully 50 per cent; in others the average is higher.

The minister's reply to the representative commercial men who interviewed him was that he would have to bring the matter before the Cabinet. He was impressed by the case put before him, but could not act on his own authority, in view of the recent decision of the High Court, which had been adopted by his department as a guide for future assessments of duty. It has been suggested to the minister that in the new Customs Act Amendment he would find ample authority for referring the question to the Board of Trade as a preliminary to a final decision by the Cabinet.

In the meantime, the higher duties are being paid under protest in the hope that when Parliament meets a measure of relief may be granted, particularly to Canada and the United States—countries with appreciated exchange.

This unexpected increase in the landed cost in Australia of certain lines of Canadian goods and products is having a serious effect upon the placing of orders even for necessary commodities.

GERMANY'S IMPORT DIFFICULTIES

(*British Export Gazette*)

Currency depreciation cuts both ways. In the case of Germany, while it is making it possible for that country to dump huge quantities of goods upon foreign markets at low rates grossly unfair to the industries of those countries, it is at the same time preventing the development of Germany's own import trade. German importers find it out of the question to purchase from abroad even the most necessary goods. Holland just now is in a state of congestion with goods intended for Germany and urgently needed by that country, but which cannot for the reason stated be passed over the frontier. In short, the continued low value of the mark is completely barring many necessities, even food and clothing, from German consumption. To some extent the difficulty is being got over by a system of bartering, but this is not without obvious difficulties, chiefly connected with delivery, and cannot in any case touch more than the fringe of the trade.

TRADE NOTES FROM NEW ZEALAND

TRADE COMMISSIONER W. A. BEDDOE

Imports into New Zealand, January to November, 1920

Auckland, January 13, 1921.—The total of all goods imported into New Zealand for the eleven months ending November 30, 1920, was £55,557,599, as against £28,098,677 for the corresponding period in 1919. Details of the imports of the more important articles are on file at the Department of Trade and Commerce, Ottawa, and may be consulted on application (quote file No. T.C.-2-111).

The total for the month of November is £5,991,703, and the total for the eleven months is practically double the same period of last year. The following table reveals some interesting fluctuations in quantities imported:—

Iron—	1920	1919
Bar, bolt, rod. tons	13,697	4,052
Corrugated sheet. cwt.	366,911	155,665
Fencing wire tons	9,351	7,703
Barbed wire. "	3,254	1,572
Pig and scrap. "	10,814	4,330
Pipes and fittings. "	7,706	7,334
Wire nails. cwt.	64,419	121,570
Fish, preserved. lb.	4,450,080	2,250,067
Rice. cwt.	58,837	56,613
Ale and stout. gal.	57,150	13,794
Whisky. "	681,685	270,910
Tea. lb.	12,745,147	7,805,921
Candles. "	1,051,302	602,608
Matches. gross	215,410	51,482
Carbide of calcium. tons	863	1,112
Motor vehicles. No.	10,356	5,580
Benzine, etc. gal.	14,602,977	8,137,920
Kerosene. "	4,434,112	2,818,810
Linseed oil. "	496,908	181,681
Turpentine. "	189,397	101,094
Leather. lb.	1,876,542	544,390
Printing paper. cwt.	222,201	208,358
Pianos. No.	1,875	974
Tobacco. lb.	3,254,063	2,893,451
Cigarettes. "	1,477,193	821,414

Proposed Customs Revision

The Customs Department announces that inquiries are to be made during the parliamentary recess with a view to revising the customs tariff during next year's session. The department advises persons making contracts for the delivery of imported goods to protect themselves by either introducing a clause governing a possible change of duty or by giving immediate notice where contracts are in force, or where there are running contracts, that, in the event of alteration of the duty, the provisions of section 130 of the Customs Act, 1913, must apply.

130. (1) If, after any agreement is made (whether in New Zealand or elsewhere) for the sale of goods, any alteration takes place in the law relating to the liability of such goods to duty or in the rate of such duty, then, in the absence of express written provision to the contrary, the agreement shall be deemed to be modified as follows:—

- (a) In the event of the alteration being a new or increased duty, the seller, after payment thereof, may add to the agreed price the difference caused by the alteration;
- (b) In the event of the alteration being the reduction of duty, the purchaser may deduct from the agreed price the difference between the amount of duty which the seller would have paid had the alteration not been made and the amount of duty actually paid by him;

(c) In the event of the alteration being the abolition of duty, the purchaser may deduct from the agreed price the duty which the seller would have paid had the alteration not been made.

(2) When any such alteration of duty takes place so as to operate retrospectively from any date this section shall also apply retrospectively in like manner as from the same date.

(3) Any money paid by a buyer to a seller in excess of the amount payable under this section may be recovered from the seller as money paid by mistake whether the error was one of fact or law.

(4) All the provisions of this section with respect to an alteration of the law shall extend and apply to any alteration of the tariff by authority of the Governor in Council or by any other lawful authority.

It is proposed to amend this section to cover an alteration not only in the liability of goods to duty or the rate of duty, but also in the amount of duty.

Exchange Fluctuations: Trade within the Empire

Exchange difficulties now so prevalent through the commercial world have their reflex action in New Zealand. This Dominion is an exporting country, meeting a world-price for its hides, its wool, its meat, its dairy produce. Payment for these exports with ease and promptness is vital to the expansion of her industries. But the present uncertainties in regard to exchange must interfere with trade—such at least is the opinion of exporters and importers.

Canadian exchange is much more favourable than American—\$3.70 to the pound sterling as against \$3.47 to-day. The advantage that this would give New Zealanders buying inside the British Empire is being offset by the fact that some agents here of Canadian houses insist on payment in New York funds, with the natural consequence that the advantage of the better Canadian exchange is lost to the New Zealand importer. This practice acts detrimentally on closer trade relations within the Empire, and several New Zealand firms have already protested against it.

Cost of Living

The Minister for Internal Affairs has made a public statement to the effect that up to the end of September, 1920, the prices of necessary articles affecting the cost of living have risen 72.80 per cent since July, 1914.

INDUSTRIAL CRISIS IN BELGIUM

TRADE COMMISSIONER A. STUART BLEAKNEY

IRON AND STEEL

Brussels, January 28, 1921.—The iron and steel situation is one of uncertainty. Orders are absolutely lacking and selling prices are decreasing and approach so close to production costs that the question of closing certain works partially or entirely is being considered. Many blast furnaces appear to be on the point of being extinguished; this is true of two or three furnaces in the Charleroi district. The rolling mills, at present in operation, are also expected to be partially or entirely closed down in the near future. On the other hand, one new blast furnace has recently been started with success.

The *Echo de la Bourse* considers that the only cure for the crisis is a reduction of salaries and wages. The manufacturers of Liege complain of high railway rates, and are also protesting against a proposed economic accord with Luxembourg as another element of danger in the present situation. The market too, it is claimed, is unfavourably influenced by outside competition, foreign offers being very low. For example, quotations have recently been made at francs 47.50 delivered frontier for square blooms

and at francs 52.50 delivered destination for flat blooms of 75 kilos and over. Certain quotations coming from Eastern French works are still lower. Belgian products in many cases have withdrawn from the market, it being impossible to compete.

Production is slowing off rapidly, and not only have some works discharged a part of their personnel, only working several days per week, but others see themselves obliged to close down in the near future.

In many mills already large numbers of workmen have been paid off. To-day a parade of about 1,500 workmen (of all trades) passed this office with banners on which their desire to find work was inscribed. Many mills are taking advantage of the situation to make additions and changes in their factories at advantageous prices.

TEXTILES

The situation in regard to cotton thread is satisfactory. In regard to flax, there is a firmer tendency, considerable sales being registered. Quotations during the third week in January were from 7 to 10 francs per kilo for ground retted and 7.50 to 12 francs for blue flax. Tow, which had been quite stagnant, showed some activity. The principal buyers have been Germany, France and Italy. There is little local demand.

The linen industry is at present in a critical situation for lack of foreign orders and is menaced by German competition. On the other hand, the crisis in the cotton industry is attributed to abstention of buyers and the outlook is not viewed with so much pessimism. Stocks are claimed to be small and as one manufacturer truly remarks, "a chemise is not everlasting." There are probably 14,000 employees on short time in the cotton and linen trade.

THE GLASS INDUSTRY

In the plate and mirror glass works, orders are outstanding to the extent of two months' production. These are mostly old orders, however, and new orders are the exception. The outlook is not, however, thought to be unpromising, this period usually being dull in the glass trade.

In window glass prices have again dropped to 10 francs per case of 300 pounds. Seventeen basins are at present working, but it is expected to close down four or five shortly. Orders are scarce and quotations, it is claimed, have been forced to levels dangerously near cost of production. This notwithstanding prices are still five times those of 1914.

SUGAR

In the sugar industry the situation is bad. This industry being seasonable, has now had to lay off two-thirds of its employees.

COAL

In the coal fields prices are firm although a slight drop is hoped for by the metallurgical industry. A reduction in the price of German coal has already been made, and importation from this source insures the supply for the iron and steel industry. Offers of British coal commence to approach domestic prices.

The Government inquiry into costs of production appears to show a margin of profit which would permit of reductions in price. Such a reduction is the hope of industrialists who desire to lower production costs. The output for November was 1,633,950 tonnes, or 86 per cent of the average monthly production in 1913.

COST OF LIVING STILL HIGH

The general situation is complicated by the persistence of "la vie chère" which refuses to succumb to the shocks of "la vague de baisse", the latest official figures showing the index figure for the cost of living still rising. Workmen do not welcome proposals to reduce wages as a means of solving the industrial problem when the retailers refuse to pass on reductions in price to the consumer.

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

VIII. Methods of Conducting an Export Trade with Mexico—*Continued*

TRADE MARKS

The registration of a trade mark is vitally important to the manufacturer who wishes to introduce a trade-marked article, because Mexico, like most Latin-American countries, grants the exclusive right to use a trade mark to the first applicant, regardless whether it is in use by another. The registering of trade marks by unscrupulous and unauthorized persons is not uncommon in Mexico, and many American manufacturers ignorant of the Mexican law on this point have been caused considerable annoyance and expense.

The present Trade Mark Law in Mexico provides ample protection to the legitimate owners of trade marks who register prior to doing business in Mexico, but it is defective in that it does not require the Patent Office to make investigation as to prior registration. This law protects the first registration and imposes severe penalties on those who use or imitate a duly registered mark. Article 18 of the Trade Mark Law of 1903 covers this point as follows:—

“Any person who places upon the goods that he manufactures a trade mark duly registered by another covering the same class of goods will be punished by imprisonment of from one to two years and fine of from one hundred to two thousand pesos.

“Any person who places upon his goods a trade mark that is an imitation of one legally registered, in such manner that at first sight it is confused with the original and is detected only after a careful examination, will be subject to the same penalties referred to in the foregoing paragraph.

“A similar penalty will be imposed upon any person who places upon his goods a mark which may have been legally registered, so as to make it appear as if it were another, by any addition, subtraction or alteration.”

STAMP CHARGES

The following notes on Mexican stamp charges are quoted from instructions sent by a prominent banker in Mexico to correspondents in New York:—

“Stamps are required on commercial invoices, drafts, receipts and on practically all documents pertaining to payments. The charges are as follows:—

“Cheques, 2 cents, regardless of the amount (but only 5-cent stamps printed at present).

“Drafts, 10 cents, regardless of the amount.

“Promissory notes, 2 cents for every twenty pesos, or fraction.

“Receipts, same as promissory notes.

“Invoices, 5 cents per 1,000 pesos.

“On all documents requiring stamps, but drawn in foreign currency, the charge is calculated on the equivalent in local currency at gold parity

“On drafts drawn in foreign currency and originating in a foreign country, but payable in Mexico (drafts sent for collection), the stamp charge is the same as on drafts drawn here. Foreign invoices covering goods shipped to Mexico require no stamps. Delegation of power, simple contracts, deposits, etc., cause a 50-cent stamp. Books of accounts must be rubricated, a charge of 5 cents being made for each leaf.”

MEXICAN AGENCIES AND REPRESENTATIONS

There are three methods by which the exporter generally introduces his goods into Mexico:—

First.—The travelling salesman from the head office. The great advantage of this method is that the salesman from the home office generally knows his line, and can talk as an expert to his customer. But too often he is handicapped by ignorance of Spanish and of Mexican business customs. To be successful, the salesman to Spanish-American countries must be of a very superior type. He must not only know his line, and be able to speak Spanish, but he must be well educated and be a courteous gentleman. The Mexican is above all things polite and courteous, and any show of hurry or abruptness at once antagonizes him. The personal element is an immense factor in Mexico. The Mexican business man wants to deal with people who consider verbal contracts and promises as absolutely binding and never to be broken. When he is tied down to hide-bound written contracts, he may often try to evade the terms of such contracts, especially if he does not personally like the people. But if he gives you his word, it means that he is your friend and will not fail to complete his part of the contract, no matter what it may cost him. He thus considers the salesman personally responsible that his goods shall fulfil all the promises made for them. If they do not, he at once loses faith in the salesman and is not at all keen to buy his goods.

The exporter must not expect his salesman to return from his first Mexican trip with a large sheaf of orders. But he must be prepared to receive a large expense account, because business is often commenced with a drink or luncheon in a café. The first trip must be considered simply as an introductory scouting trip. Among the travelling salesmen the writer met in Mexico were those selling English textiles, French wines and fancy goods, American hardware lines, and German jewellery.

Second.—The resident representative in Mexico City from the home office. If the exporter has a fairly large market in the Republic, this is considered by a great many to be the best form of representation. The resident representative is always in touch with developments in his market, and he can do a great deal toward assisting his distributors throughout his territory. But he should get back to his home office for a visit once a year, so that he may get his principals sympathetic to his ideas and his market. One representative in Mexico City of an American hardware manufacturer who is very successful in this market used to go out to every hardware store in the Republic selling his goods, and himself put through a short course of training one salesman in each of these retail establishments. He followed this up by inviting this retail clerk to visit his office and warehouse in Mexico City at his firm's expense. The result soon exceeded his fondest expectations and his sales doubled and trebled. This representative had established personal contact with the retail clerks selling his wares, and soon had enlisted their sympathy and enthusiasm. The writer personally tested one of these clerks and found that it was with some difficulty that this fellow could be persuaded to show him any other hardware mark than the one referred to. The resident representative should generally keep a large varied stock on hand so that he is always in a position to make small shipments. When a Mexican merchant wants some goods, he generally wants them in a hurry. Of course most shipments will be made direct from factory, and good delivery on the part of the factory must be insisted upon. Many of the largest foreign iron and steel corporations and machinery manufactures have their own resident representatives in Mexico City.

Third.—The commission house or agent. Probably the majority of Mexican business men consider that the best method of introducing a foreign line of goods into the country is by means of a commission firm or agent doing business in Mexico. Of course it is essential that such firm or agent must have the highest commercial standing and know the trade and how to reach it. He should have a good knowledge

of the credit standing of the merchants with whom he expects to do business, as well as of local temperament and local conditions. If a sole agency for the Republic is granted the agent would naturally be one having an ample establishment in Mexico City covering the whole of the Republic. In case the Mexico City agent is not in a position to cover the whole of the country, other agents should be appointed in places like Tampico, Vera Cruz, and Merida, on the gulf coast, Guadalajara and Guaymas, on the western coast, and Chihuahua and Monterey, in the north. Whether the whole Republic is to be covered will depend largely on the nature of the goods. If they are foodstuffs or hardware, agents should be appointed who can reach every portion of the country. The demand for machinery lines, however, other than agricultural machinery, is generally confined to restricted areas in central and northern Mexico. Either the Canadian banks, or the newly-formed British Chamber of Commerce in Mexico City, will be in a position to advise Canadian exporters in regard to reliable agents. Once an agent is appointed, every effort should be made to co-operate with him particularly in regard to delivery of goods, and the maintenance of a large and varied stock in his warehouse.

Finally, the Canadian exporter should visit Mexico himself, if he considers that his goods can enter Mexico on any sort of competitive basis with similar goods from other countries. Mexico is closer to Toronto and Montreal than is Calgary, and Vancouver is farther away from Winnipeg than from the Mexican border, yet a Montreal business man thinks nothing of jumping on a train to look up some business in Western Canada. Any Canadian visiting the West Indies for trading purposes should not fail to include Mexico in his itinerary, as there are several weekly sailings from Havana to Tampico, Vera Cruz and Progreso, as well as to these ports from New York.

LUMBER MARKET DULL IN JAPAN

Mr. A. E. Bryan, Canadian Trade Commissioner in Yokohama, writes to the effect that the stocks of imported lumber (Douglas fir) in Japan on 1st December were estimated to be as follows:—

District	Board Feet	Length
Tokyo and Yokohama	12,000,000	ft. B.M.
Kobe and Osaka	12,000,000	" "
Moji	3,600,000	" "
Dairen	7,200,000	" "

This is said to be the greatest accumulation of stock ever tied up in this country, and it will undoubtedly be some months before any noticeable demand is felt. Owing to the inactivity in the building trades and in the construction of wooden ships, the quantity consumed during the coming year will certainly be much smaller than has been the case during the last two or three years, and those in the know state that no new orders will be placed from this side for some two or three months yet.

As regards cedar board, there is also large accumulated stock in the Osaka and Kobe districts, but providing the prices are comparatively low there is some possibility of business being placed in the near future.

Canadian lumber is always looked upon as of better quality than that from the United States and therefore will command a little better price, but the conditions so far have been that Japanese importers have nearly always been able to land their American lumber cheaper on account of being able to obtain lower freight rates from American ports. Some importers also state that the prices quoted by American exporters have been a little bit lower than what they would have had to pay for a similar Canadian product.

CANADIAN EXPORT PROSPECTS FOR SOUTH AMERICA

Mr. W. J. Van Dusen, manager of H. R. MacMillan Export Company, Limited, of Vancouver, has just completed a tour of South American Republics. He visited most of the principal business centres including Rio de Janeiro, Montevideo, Buenos Aires, Valparaiso, Santiago, Arica, Iquique, and Lima, to look over the field from the Canadian exporter's point of view. In that light his remarks which he has kindly contributed for insertion in the *Weekly Bulletin*, are of peculiar interest.

PROSPECTS FOR CANADIAN EXPORTERS

"If the Canadian manufacturer," Mr. Van Dusen said, "is in a position to compete with American goods he will have no difficulty in marketing his products providing he thoroughly understands the market conditions and is very careful to fulfil all the obligations of his contract, both as to quality of goods and promptness of shipment. The open door is there for the Canadian provided he will follow the British importer's methods—promises must be fulfilled.

"It is undoubtedly better for the Canadian manufacturer to handle his products in South America through an export firm or commission house that has actually surveyed the territory. The future all depends on the initiative of the Canadian. If you are a Canadian and can meet competition, you can get the business; but remember to approach the South American in the right way.

FINANCING GOODS

"The financial position of the South American countries is fundamentally sound to-day, due to the fact that during the war their exports which are raw products were in world-wide demand at that time and commanded high prices. Local finance is now marking time like the rest of the world until the European financial situation has cleared. There is no doubt in my mind that exchange between South America and the United States will gradually right itself. Before any improvement takes place the Republics must start export again. Brazil has her sugar, coffee and cotton; the Argentine, wool, hides and grain; Chile, nitrate and copper; Peru, sugar and cotton. The demand for these after the war eased up appreciably, but on the other hand manufactured imports were still being received in the Republic in large volume. The result was obviously a rapid slump in exchange. The native import houses felt this particularly. But a demand for the raw products of the Republics will prelude a general revival of trade in South America.

"The most prominent feature therefore of the market to-day is that, owing to the fact that general business conducted throughout South America is on the credit basis, importers are forced to secure for themselves the most favourable terms they can from exporters in other countries, unless they are in a sufficiently strong position to pay cash for their imports and wait for payments from two to six months.

SELECTION OF AGENTS

"If there is any indication that Canada can supply any articles on competitive rates, any firm in question is sure to be flooded with applications from local agents and great care should be exercised before any from these applicants are selected. It should be remembered that the larger agents are often cash buyers, and if not they will generally guarantee credits. No goods should be sent on consignments. Advertising should be done through local firms who know the game. The market as a rule is conservative and unwilling to touch unknown goods. Catalogues are only required for certain lines after establishing agencies. At the present the Americans are flooding the country with catalogues which are mostly consigned to the waste paper basket, as this method is not understood. Above all, *Don't push your policy on the agent*. Find a reliable agent and take his advice.

"The first difficulty is credits. The second is the selection of a satisfactory agent. No Canadian exporter or manufacturer should attempt to do extensive business unless he is very careful as to the firm with whom he does business, especially if he gives any credit terms. The general standard of business ethics of foreign firms operating throughout South America is, I think, high, but care should be especially taken with firms of unknown standing. Personally I have found our Canadian Trade Commissioner Service in this and other matters extremely helpful, and both exporters and manufacturers should make full use of it."

CUBA ESTABLISHES SUGAR SALES CONTROL

TRADE COMMISSIONER H. A. CHISHOLM

Havana, February 12, 1921.—According to presidential decree appearing in the Cuban official gazette to-day, sugar sales control has been established in Cuba and a Sugar Finance Commission of seven has been named by the President. Of this commission, two will represent the large producers, two the smaller producers, two the bankers financing the crop, and one the Cuban Government. This commission is authorized to take charge of all the operations relative to the sale and shipment of the sugars produced during the crop of 1920-21, distributing the sales *pro rata* among the producers. It is empowered to decide upon and to put into effect any measures considered necessary for the interests of the sugar producers of Cuba, and to appoint delegates at the different ports of shipment throughout the island who will be charged with the passing of all sugars for export, all shipments to be accompanied by special permits issued by the Sugar Finance Committee. Special machinery is also created for the liquidation of payments as between foreign buyers and mill-owners in Cuba, and between mill-owners and cane planters.

The preamble to the decree states that the creation of such a commission has been rendered necessary by reason of the urgent appeals to the Executive of the Republic on the part of Cuban sugar producers who state that their sugars are being sold at a price below the actual cost of production, and that "unless special measures are immediately taken to remedy this state of affairs," the crop throughout the island would suffer a general paralyzation, and such a condition would in turn result in an exaggerated increase in the price of sugar to the detriment of the consumer. The decree expressly states that one of its principal objects is the protection of the interests of the American consumer, who buys the greater portion of Cuban sugars, and who "should be able to obtain it at a reasonable price which will at the same time ensure Cuban producers against the ruin of our main industry, in which American capital is heavily invested."

The preamble also argues from the war-time regulation of the export of Cuban sugars to assist the Allies, that it is logical that in the present situation analogous measures should be taken "to save Cuban sugar producers from complete ruin, and to avoid the subsequent discredit that this would bring upon our foreign commerce, the obligations inherent to which we are already in danger of not being able to fulfil."

ROYAL BANK OFFICIAL MEMBER OF COMMISSION

It is interesting to note that one of the members of this Sugar Finance Committee is Mr. F. G. Beatty, supervisor of the Royal Bank of Canada in Cuba, representing the banking interests in sugar production. Manuel Rionda and R. B. Hawley, two great figures in the sugar world, represent on the commission the interests of the big sugar-producing corporations.

UNITED STATES GOVERNMENT APPROVES

It is said that the State Department of the American Government has cabled to General Crowder its approval of these plans of the Cuban Government, coupled with a warning that any attempt at the flying of high prices would be regarded unfavourably.

MARKET FOR CLOSET SEATS IN GREAT BRITAIN

TRADE COMMISSIONER NORMAN D. JOHNSTON

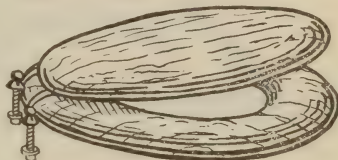
Bristol, January 31, 1921.—In further continuation of the many reports from this office showing the various kinds of wooden products in demand in the United Kingdom, the following illustrations and information will indicate the kinds of closet seats which find the greatest sale in this district.

RING SEAT

The closet seats without covers seem to be preferred in this country. The ring seat has a very extensive sale, in fact I think it might be said to have a larger sale than any of the other seats. It is most popular in hardwood, which is sold unpolished



Ring Seat.



Ring Seat with Cover.

by the manufacturer at 5s. 5d. each at the present time. It is also sold in polished imitation mahogany at 7s. 3d. each. Galvanized hinges are used, but brass hinges are preferred.

RING SEAT WITH COVER

The ring seat is also made with a cover, but this style is not nearly as good a seller as that without a cover. If persons desire a seat with a cover they generally buy one of the more expensive kinds. The ring seat with cover is now bought from the manufacturer in imitation mahogany, polished, at 12s. each, and in solid mahogany, polished, at 19s. each.

EXTENSION SEAT

Probably the seat which finds the best sale next to the ring seat without a cover is the extension seat illustrated above. The manufacturers' price for this seat in hard-



Extension Seat.



Extension Seat with Cover.

wood unpolished, is 7s. 3d. each, in imitation mahogany, polished, 9s. 6d. each, and in solid mahogany, polished, 17s. 3d. each. The one in imitation mahogany is perhaps in greatest demand.

EXTENSION SEAT WITH COVER

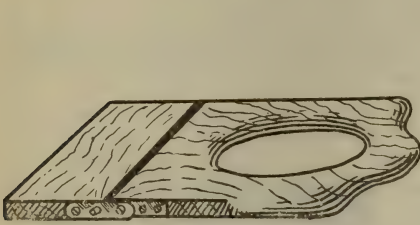
One of the best, if not the best, seats with a cover as far as sales are concerned is the extension seat with cover. This seat is bought from the manufacturer in polished imitation mahogany at 15s. 9d. each and in polished solid mahogany at 24s. 9d. each. In this case, as in most of the others, brass hinges are preferred.

STANDARD SEAT

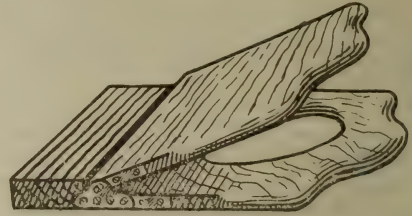
What would likely be ranked third in order of popularity as a selling proposition is the standard seat without a cover. The manufacturer's prices are 9s. 6d. each in unpolished hardwood, 11s. 9d. each in polished imitation mahogany, and 21s. 3d. each in polished solid mahogany. Side hinges are used. This seat in solid mahogany is a good seller.

STANDARD SEAT WITH COVER

The standard seat with side hinges is also made with a cover. It sells in imitation mahogany polished, for 21s. 3d. and in solid mahogany, polished, for 31s. 6d. each.



Standard Seat.



Standard Seat with Cover.

There are other styles in demand but it is hoped that the above information will indicate some of the closet seats which find favour in this district.

NEW BRITISH EXPORT CREDIT SCHEME

A new British export credit scheme is under consideration by the Government, to which leading bankers and insurance companies of the United Kingdom are preparing to give support. The new plan, says the *United States Commerce Reports*, is as follows:—

(1) A committee will be formed of all bankers and insurance companies participating in the scheme.

(2) Similar committees will be formed of similar experts in foreign countries to give the necessary guaranties for the bills.

(3) The Government will lend to financiers half of the £26,000,000 at present allocated by the Government for export credits.

(4) The financiers will give their services, knowledge, and experience and bear the entire cost of working the scheme free of charge to the Government, obtaining their remuneration out of profits (if any) accruing.

(5) The Government will bear all losses and risks up to £13,00,000 or such sum as is guaranteed. It is estimated that ultimately the scheme will extend to a capital sum of approximately £100,000,000.

In practice the scheme will work so that a central European state desirous of obtaining certain materials, but unable to pay for them, will offer payment in two to three years, and, subject to certain assurances, long-term bonds in payment will be issued by that country and guaranteed by the League of Nations. British bankers with Government assistance are asked to insure payment of these bonds and to advance cash on them to British manufacturers who supply the goods.

Simultaneously with the export credit scheme, it is proposed to set up, through the League of Nations, a system of international barter, whereby debtor countries pay for goods by other goods. The assistance of the bankers would again be required, as merchants would need to obtain advances in cash on the security of the goods received from the debtor country.

MAIL SERVICE FROM THE PACIFIC COAST TO CHINA AND JAPAN

Trade Commissioner J. W. Ross, Shanghai, writes as follows:—

Since the recent agreement arrived at between the Canadian postal authorities and the Canadian Pacific Ocean Services for the carrying of Canadian mails from Vancouver to China and Japan, the mail situation has much improved; nevertheless, it still remains far from perfect, for according to the Canadian Government's latest ruling, only mail marked for the Canadian Pacific Ocean Services are carried on their steamers; all other mail not marked in this manner is to be sent by slow-sailing steamers by way of Seattle or elsewhere. As the general public—particularly in Eastern Canada—are unaware of this ruling, very little Canadian mail is so marked, consequently most of it comes by slow steamers.

SEAPLANE MAIL SERVICE

A seaplane mail service between Seattle and Victoria, B.C., in order to expedite mails between the former city in connection with the *Empress* and other fast steamers and the Far East, has been established. The first seaplane mail to leave Shanghai was sent off by the *Empress of Russia* on December 18, 1920. The American post-master in Shanghai reports that no great advantage was taken by the American community here in the new service, only about 500 pounds of mail matter being marked for seaplane despatch; in fact, there is very little to be gained in time by this route in the case of mail from China to the United States, and none at all of course to Canada. But for mail from Seattle destined for China and Hong Kong a great saving of time might be effected, for an urgent letter sent from the former port a few hours previous to the despatch of an *Empress* steamer from Victoria would catch that steamer, and there might not be another mail leaving a Pacific port for the Far East for ten or fifteen days following.

INSUFFICIENT POSTAGE

Attention is again respectfully called to the fact that the domestic rate of postage in Canada—3 cents—is not sufficient to carry a letter to China. About 30 per cent of the mail addressed to this office is insufficiently prepaid and therefore is heavily taxed on arrival here. The postage on a letter of 20 grammes or a fraction thereof from Canada to China is 5 cents Canadian currency and from China to Canada 10 cents Mexican.

PRICE DEFLATION IN ARGENTINA

The January review of business and trade conditions in South America, issued by the London and River Plate bank, states that the general deflation in prices for manufactured articles, which may reasonably be termed world-wide, is being felt with severity in the Argentine market. As yet the break has not reached the point at which liquidation for what goods must fetch will set in, but there are signs leading one to believe that this time is not far distant. In all likelihood we shall soon see a scramble to get out of lines purchased at prices far above current market values.

REDUCTIONS IN LIVERPOOL DOCK CHARGES

Information received from the Mersey Docks and Harbour Board, 129 Leadenhall street, London, E.C. 3, and published in the *London Chamber of Commerce Journal*, states that the "port of Liverpool has found it possible to make a beginning in the reduction of handling charges of goods passing through its docks. Both the master porters' and the master carters' charges have now been reduced by about 5 per cent. These reductions will benefit the community at large which is greatly dependent on goods imported from overseas. So far as we know, this is the first general reduction in port charges in this country for several years."

FLAX CULTIVATION IN FINLAND

(*Consul Leslie A. Davis, Helsingfors, in United States Commerce Reports.*)

The cultivation of flax in Finland has been gradually increasing since the beginning of the war owing to the need of this product for the domestic linen industry, which is of considerable importance, and to the difficulty of obtaining it abroad. Great efforts have been made recently by the agricultural societies and boards to increase the production of flax. Modern flax-dressing machines have been imported and the latest dressing methods brought into use. The Tammerfors Linne-och Jern Manufaktur Aktiebolag, a large linen factory, has been offering the farmers in Finland many inducements for the cultivation of flax and making very favourable contracts with them. The result has been that every small farm and nearly every croft has its own flax field. The cultivator prepares the flax, but lets the factory at Tammerfors spin and weave it for him. The larger farmers have also cultivated flax, but principally for the flax straw, which they have been able to dispose of to advantage owing to their contracts with the Tammerfors factory.

The best crops have been produced in central Finland, where flax cultivation has been carried on longest and where this year the weather also has been more favourable. The harvest per hectare (2.47 acres) has averaged over 3,000 kilogrammes of rippled straw and the net profit about 4,000 Finnish marks (the normal value of the mark is \$0.193, but it is now greatly depreciated). One cultivator succeeded in getting 6,710 kilogrammes per hectare and a net profit of 7,000 marks. The crop in southern Finland suffered somewhat last summer from the dry weather that prevailed, but nevertheless it averaged 2,700 kilogrammes of rippled straw, 500 kilogrammes of seeds, and 3,200 marks profit. These results on the part of persons inexperienced in cultivating flax and during an unfavourable season are considered very satisfactory.

The better results that are being obtained in the neighbouring countries—Sweden, Germany, etc.—are said to be due to greater experience, and more especially to the use of artificial fertilizers. It is thought that the farmers of Finland should pay more attention another year to the use of artificial fertilizers in the cultivation of flax. Most fertilizers that are imported into Finland now come from Germany and the United Kingdom. It would seem that there is a good market for American fertilizers here, although the high freight rates make them somewhat expensive. There is no import duty on artificial fertilizers.

PRODUCTION OF INDIGO IN ASSAM

Recent experiments make it seem probable that indigo grown in Assam will prove a formidable competitor of synthetic indigo. A large share of Indian indigo has been grown in the province of Bihar, but the exhaustion of the fertility of the soil has caused great decrease in yield. Trade Commissioner Batchelder, in the *United States Commerce Reports*, believes that this situation should open up a market for chemical fertilizers. The soil of Assam has produced plants with 0.7 per cent of indigo in the leaf yielding from 30 to 40 seers of cake indigo per acre. (Seer equals 2.057 pounds). A company known as the Assam Indigo, Limited, has been formed for the production of indigo under modern methods.

BANKING FACILITIES FOR CANADIAN FIRMS IN WEST AFRICA: A CORRECTION

In *Weekly Bulletin* No. 888 (February 7, 1921), page 243, there was printed a quotation from the White Paper on the Development of Trade Relations between Canada and Nigeria recently issued from the Custom House, Lagos, in which the following passage occurred: "The Bank of British West Africa and the Colonial bank afford banking facilities in the principal trading centres. There is room for further banking activities in Nigeria, and the Royal Bank of Canada, the Bank of Montreal, the Canadian Bank of Commerce, and the Bank of Nova Scotia will probably find it advantageous to extend their operations to these colonies, and to induce their Canadian friends to give attention to these markets, especially those connected with the West Indian trade. The cost of establishment is increasing as time goes on and development works are extended."

It is pointed out by the foreign department of the Bank of Montreal that the passage above referred to, as affecting this bank, is erroneous, as this institution holds a substantial interest in the Colonial Bank. This close affiliation, it is stated, provides unexcelled facilities for the handling of financial transactions between the British West African colonies and the Dominion. Active steps have been taken by the bank within the last few months to encourage direct trade with the colonies in question, and a large volume of statistical and trade information, together with credit reports on the leading West African firms, are on file in the foreign department of the Bank of Montreal.

THE SECOND BRUSSELS FAIR

The second official fair, organized by the authorities of the city of Brussels, will be held in the halls and gardens of the Cinquantenaire, Brussels, from April 4 to April 20, 1921. The first fair was held in April, 1920, when business was transacted to a value of 893,475,000 francs. The fairs are organized with the object of re-establishing and promoting profitable commercial intercourse between Belgium and foreign countries, and a cordial invitation has been extended to Canadian manufacturers to participate in the event. Copies of the prospectus of the fair, in English, together with application blanks, are on file at the Department of Trade and Commerce, Ottawa, and may be had on application.

On behalf of the Department of Trade and Commerce, Mr. A. Stuart Bleakney, Trade Commissioner at Brussels, has engaged a booth at which representative photographs and transparencies of Canadian industries, and exhibits of the principal industrial minerals and timbers will be shown. In order to facilitate definite trade, Canadian manufacturers are asked to forward their latest catalogues, with, should they so desire, their price lists. No actual business can, of course, be transacted by the office of the Trade Commissioner Service at the fair, but inquiries received will be transmitted to firms whose literature has aroused interest.

INVOICE REQUIREMENTS FOR BRITISH GUIANA

A letter has been received from the Acting Comptroller of Customs, British Guiana, stating that that colony will adopt regulations regarding invoice requirements, certificates of origin, etc., similar to those already put into effect in Trinidad. The regulations adopted in Trinidad were published in full in *Weekly Bulletin* No. 881 of December 20, 1920. The article has been reprinted in leaflet form, and, on request, will be mailed to any Canadian exporter.

AUSTRALIAN CUSTOMS DECISIONS

Mr. C. Hartlett, office of the Canadian Trade Commissioner, Melbourne, under date January 12, 1921, reports that, under recent by-laws issued by the Department of Trade and Customs, the following are added to the list of articles and material which may be imported into Australia at reduced rates of duty if used in the manufacture of specified goods within the Commonwealth:—

MINOR ARTICLES FOR USE IN THE MANUFACTURE OF GOODS WITHIN THE COMMONWEALTH

Glass Polishing—

Oxide of Iron. (Provided security be given by the owner that the material will be used for that purpose only, and that evidence of such use be given to the satisfaction of the Collector within six months after delivery by the Customs, or such further time as the Collector may allow.)

Cigar and Cigarette Cases—

Frames.

Sieves used on Asbestos Cement Machines—

Woven wire not less than 54 inches.

MACHINE TOOLS AND PARTS

Copper, Electrolytic—

Copper plates, known as Stripping or Starting plates, of No. 16 or thicker gauge, and of which length and width both exceed 30 inches.

Stone and Marble Cutting—

Stone channellers (but not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machine).

Fruit Canning—

Syrupers, exhausters, cookers, coolers, slicers, peelers, fillers, scalders and washers, blanching, pineapple corers and sizers, pineapple graters, pineapple eradicators, canning tables.

Miscellaneous—

Brass wire scratch brushes (but not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machine).

The above specified "minor articles" and "machine tools and parts" are now admitted (for the purposes specified) free of duty if from the United Kingdom, and at the rate of 10 per cent ad valorem if from any other country, including Canada.

MOTOR CAR WHEELS IMPORTED SEPARATELY

By a recent order of the Minister for Trade and Customs, wheels made expressly for and usable only with motor cars shall be classified for Australian tariff purposes under the item applicable to motor car chassis, the order to come into operation as from the 3rd November, 1920.

The effect of this order is to reduce the duty on British motor car wheels imported separately (or loose) from 40 per cent to $7\frac{1}{2}$ per cent, and on Canadian and other wheels from 55 per cent to $17\frac{1}{2}$ per cent ad valorem.

HEAVY DUTY ON STOCKS AND DIES

Under a by-law issued in 1908, stocks and dies, when not made wholly of wood, and not being machines, were admitted into Australia as "tools of trade" at a duty of 10 per cent. A recent by-law, however, amends the former by the deletion of the following stocks and dies, which are now dutiable as "manufactures of metal, n.e.i." at the rate of 35 per cent on British and 45 per cent on all others (including Canadian):—

Dies—Button; lightning; elastic stock; English pattern; solid (round and square); die nuts.

Stocks—Electric stock pattern; lightning pattern and similar types.

This amendment is stated to be caused by the starting of an Australian stock and die industry, and in effect it will be a serious setback to importations, some of which come from Canada.

FORTHCOMING EXHIBITIONS AND FAIRS

(From the British Board of Trade Journal.)

United Kingdom

6th International Printing, Paper, and Allied Trades Exhibition—

Royal Agricultural Hall, Islington, April 30-May 14, 1921. Apply to F. W. Bridges, Organizing Manager, 36-38, Whitefriars Street, London, E.C.4.

International Rubber Exhibition—

London, June, 1921, Royal Agricultural Hall. Apply to Mr. H. G. Montgomery, 43, Essex Street, Strand, W.C.2.

22nd Annual Chemists' Exhibition—

Central Hall, Westminster, S.W.1, June 20-24, 1921. Apply to "British and Colonial Pharmacist," 194-200, Bishopsgate, London, E.C.2.

London Fair and Market—

Royal Agricultural Hall, July 4-15, 1921. Apply to International Trade Exhibitions, Ltd., Broad Street House, New Broad Street, London, E.C.2.

Shipping, Engineering and Machinery Exhibition—

Olympia, September 7-28, 1921. Apply to F. W. Bridges, Esq., Exhibition Offices, 36-38, Whitefriars Street, London, E.C.4.

British Textiles Exhibition—

Crystal Palace, London, September to October, 1921. Apply to General Manager, Crystal Palace, London, S.E.19.

International Shoe and Leather Fair—

Royal Agricultural Hall, October 3-8, 1921. Apply to Manager, "Shoe and Leather Record," 40 Finsbury Square, London, E.C.2.

Other Countries

International Confectionery Exhibition—

Paleis Voor Volksvlyt, Amsterdam. May 4-June 1.

Buenos Aires—

International Dairying Exhibition, May 8-27, 1921. Apply to The Manager, Argentine Rural Society, Sarmiento 834, Buenos Aires.

Paris Fair—

May 10-25. Apply to Comité de la Foire, 8, Place de la Bourse, Paris.

Prague Automobile Exhibition—

May 28-June 5. (Cars, tractors, motor bicycles and accessories. Inquiries should be addressed to The Commercial Attaché, Czecho-Slovak Legation, 8, Grosvenor Place, London, S.W.1.

Basle Automobile Exhibition (International)—

May 28-June 8, 1921. Motor vehicles and accessories of all descriptions. Apply to The British Chamber of Commerce for Switzerland, 20, Rittergasse, Basle, not later than January 31, 1921.

Reykjavik Agricultural Exhibition—

June, 1921. Agricultural Machinery and Implements. Apply to Icelandic Agricultural Society, Reykjavik, Iceland.

Lima Centenary Celebration—

International Trade Exhibition. June 1-October 31, 1921. Charge for space £1 per square foot. Apply to Brown, Shipley and Co. (London Agents). Founders' Court, E.C.2.

Bordeaux Sample Fair (International)—

June 15-30. Apply to Foire de Bordeaux, 7, rue du Maréchal-Joffre, Bordeaux.

Lucerne, British Dominions Products Exhibition—

Probable dates July 15-September 30, 1921.

Luxemburg Agricultural Sample Exhibition—

September, 1921 (approx.). Apply to Mons. B. Clasen, l'Exposition Agricole, d'Echantillons, Avenue Montiercy, Luxemburg.

Utrecht Fair—

September 6-16 (all manufactured goods and international).

Lausanne Agriculture and Food Products Fair—

September 10-25. (Swiss only.)

Paris Motor Show—

Grand Palais, October, 1921. Apply Administration de l'Exposition Internationale de l'Automobile, 51, Rue Pergolèse, Paris.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING FEBRUARY 23, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 23; those for the week ending February 16 are also given for the sake of comparison:—

		Parity.	Week ending February 16, 1921.	Week ending February 23, 1921.
Britain.. . . .	£	1.00	\$4.86	\$4.4871
France	Fr.	1.	.193	.0859
Italy	Lira	1.	.193	.0426
Holland	Florin	1.	.402	.3962
Belgium	Fr.	1.	.193	.0896
Spain	Pes.	1.	.193	.1633
Portugal	Esc.	1.	1.08	.1204
Switzerland	Fr.	1.	.193	.1910
Germany	Mk.	1.	.238	.0199
Greece	Dr.	1.	.193	.0852
Norway	Kr.	1.	.268	.2047
Sweden	Kr.	1.	.268	.2586
Denmark	Kr.	1.	.268	.2127
Japan	Yen	1.	.498	.5576
India	R.	1.	2s.	.3153
United States	\$	1.	\$1.00	1.1463
Argentina	Pes.	1.	.965	.9045
Brazil	Mil.	1.	.4850	.1806
Roumania	Lei	1.	.193	.0164
Jamaica	£	1.	4.86	4.499
Barbados	\$	1.	1.	.93 to .96
British Guiana	\$	1.	1.	.93 to .96
Trinidad	\$	1.	1.	.93 to .96
Dominica	\$	1.	1.	.93 to .96
Grenada	\$	1.	1.	.93 to .96
St. Kitts	\$	1.	1.	.93 to .96
St. Lucia	\$	1.	1.	.93 to .96
St. Vincent	\$	1.	1.	.93 to .96
Tobago	\$	1.	1.	.93 to .96

THE PORT OF COLOMBO

Colombo, the capital and principal seaport of Ceylon, is situated on the west coast of the island, near the mouth of the Kelani river, and about 70 miles southwest of Kandy. It is a regular port of call for steamers for India, the Straits Settlements, China and Australia, and an important coaling station. The harbour is commodious and safe, has a water area of 660 acres at low water and a depth of 30 feet. It is enclosed on all sides; on the north and west by substantial breakwaters. The quays and jetties have a total length of 6,150 feet, and there is a large graving dock and patent slip. The imports include cottons, coal, machinery, oils, railway material, hardware and foodstuffs. Population (1911) 211,274.

The illustration on the front page of this number of the *Weekly Bulletin* gives a view of the landing stage and custom house.

DEMAND FOR TOOLS IN THE DUTCH EAST INDIES

There is a limited trade for better class American tools in the Dutch East Indies, writes Trade Commissioner Fowler in the *United States Commerce Reports*, but the trade is large in cheap tools sold in the market streets, where price is the first consideration. In supplying this demand manufacturers will have to be prepared to meet some apparently unessential requirements, such as the colour of the tool, because of peculiar notions entertained by the natives. In this trade price is the first essential and the second is a duplication of the tools already popularized in the markets.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

2751. **Paper and cellulose.**—A most important paper manufacturing company in Milan ask for Canadian writings and quotations in the foregoing goods.

2752. **Lumber and cellulose.**—A very important Genoese firm, with branch offices at Genoa, Marseilles, and Barcelona, would like to hear from Canadian exporters of lumber and cellulose.

2753. **Paper.**—A Tokyo firm interested in the import of paper of various kinds are in the market for 500,000 yen worth of various kinds of paper, which are for the greater part used in the packing and wrapping of cigarettes and making boxes for same. Samples of what is wanted have been sent to the Department of Trade and Commerce, Ottawa, from which branch further information can be had and samples seen on personal application.

2754. **Macaroni.**—A firm of foreign produce merchants in Edinburgh, Scotland, desire to receive quotations from manufacturers of macaroni. Prices should be quoted c.i.f. United Kingdom ports, and full details of terms, together with samples of product, are desired.

2755. **Representation at British Dominions Exhibition, Lucerne.**—A gentleman desires to communicate with Canadian manufacturers who wish representation at the exhibition to be held in Lucerne, Switzerland, during the coming summer. He has had several years' business experience in Switzerland, and is familiar with the language and requirements of the people.

2756. **Novelties.**—A house in Milan would be disposed to enter into relations with Canadian houses wishing to export novelties to Italy.

2757. **Arms and munitions and sporting goods.**—A most important Italian firm doing business in the foregoing are anxious to hear from Canadian houses wishing to trade with Italy.

2758. **Electrical goods, leather belting, rubber goods, etc.**—A Turin house are willing to buy the foregoing articles in Canada.

2759. **Rubber shoes and all kinds of rubber articles.**—A Turin house inquire for rubber shoes and all kinds of rubber articles.

2760. **Representation in British Guiana.**—A firm of manufacturers' representatives in Georgetown, Demerara, desire to represent Canadian manufacturers and exporters in all lines such as foodstuffs, tea, hardware, stationery, on a purely commission basis.

2761. **Representation in London.**—A Canadian firm with offices in London desire to secure the representation of one or two good manufacturers of Canadian produce. The firm is well situated, their office and ground floor sample room being only a block from the central produce market of Eastcheap, London. They prefer acting as brokers, but will welcome any proposition where business can be done to advantage. First-class references.

2762. **Representation in Australia.**—Business gentleman at present in Toronto, and returning to Australia, would like to get into touch with manufacturers of mill-board, suitable for shanks, toe-puffs, etc., in shoe and slipper manufactures; Kraft brown, sulphite and grease-proof papers, for paper bag manufacturing; close-jointed tubing for bedsteads; suspender and armband metal fittings. View to representation, Victoria, N.S.W., Queensland, and South Australia.

2763. **Machine tools, etc.**—A very important Genoese firm would be disposed to negotiate with Canadian houses for machine tools.

2764. **Machine tools.**—A firm of import and export agents would like to enter into relations with Canada in the foregoing.

2765. **Heavy chemicals, leather, and coal.**—A house in Rome are anxious to hear from Canadian firms exporting the above.

2766. **Steel wire ropes.**—A firm in Naples desire to hear from Canadian companies interested in doing business with Italy.

2767. A French importer of foodstuffs asks for quotations for "Sucre vergeoise Canada," No. 2, light shaded, delivered c.i.f. Havre in 100-pound bags. References given.

2768. **Cobalt and nickel ore.**—A German firm is interested in the purchase of cobalt and nickel ore in large quantities, and desire to get into communication with Canadian producers.

2769. **Wire rope.**—A Tokyo firm specializing in the import of British goods inquire for crucible steel wire rope of the following specifications:—

Crucible Steel Wire Rope, No. 7 (quality), 6-strand

Cir. 2"	2,000 to 3,000 ft. length	Cir. 2 $\frac{3}{4}$ "	2,000 to 3,000 ft. length
" 2 $\frac{1}{4}$ "	" " " " "	" 3"	" " " " "
" 2 $\frac{1}{2}$ "	" " " " "		

Crucible Steel Flexible Wire Rope, No. 24 (quality), 6-strand

Cir. 1 $\frac{1}{2}$ "	720 ft. length	Cir. 2 $\frac{1}{4}$ "	720 ft. length
" 1 $\frac{3}{4}$ "	" " "	" 2 $\frac{1}{2}$ "	" " "
" 2"	" " "	" 2 $\frac{3}{4}$ "	" " "

Samples and specifications are required immediately.

IMPORTS FROM GERMANY INTO CEYLON

German goods are gradually taking their place in the Ceylon market again, according to an issue of *Commerce*. Recently there was a shipment of about a dozen German motor-cars. These, however, arrived without tires, owing to the great scarcity of rubber in Germany, where cycles are fitted with springs instead of tires. Orders have been placed by Ceylon firms for German textile goods, and chemists have already received large stocks of medicines and patent preparations, while German wines and beers, perfumes, and similar special preparations are obtainable in the island.

CANADA-SOUTH AFRICA STEAMSHIP SERVICE: PROPOSED CALLS AT LUDERITZBUCHT OR WALFISH BAY

The former territory of German Southwest Africa was formally included in the Union of South Africa by a proclamation of January 1, 1921.

With a view to opening up a market for Canadian products in these territories, a proposal has been made that the steamships of the Elder-Dempster Line might make Luderitsbucht or Walfish Bay their first port of call, and the proposal has been sympathetically received by the South African department of the Elder-Dempster Line at Montreal, provided that a minimum of 500 tons of cargo were guaranteed for either of these points. It should be stated that the imports into German Southwest Africa included foodstuffs, textiles, metals and hardware, and that these in 1913 amounted to £2,171,230.

Canadian exporters interested in the territory in question should at once get in touch with the office of the Canadian Government Trade Commissioner at Cape Town, with a view to negotiating representation. In their first letter, all such firms should stipulate the method or methods on which they are willing to finance shipments, particularly keeping in mind the fact that the prewar German custom of developing trade in this territory and elsewhere was on the basis of a 30, 60, or 90-day draft, as against the prevailing practice of Canadian shippers to ask for cash against documents, and which has become more and more difficult of acceptance in South Africa.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

TO LIVERPOOL.—*Minnedosa*, C.P.O.S. Line, about March 3; *Corsican*, C.P.O.S. Line, about March 5; *Empress of Britain*, C.P.O.S. Line, about March 11; *Canadian Volunteer*, Canadian Government Merchant Marine, Ltd., about March 12.

TO LONDON.—*Bolingbroke*, C.P.O.S. Line, about February 28; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about March 4; *Bosworth*, C.P.O.S. Line, about March 18; *Tunisian*, C.P.O.S. Line, about April 18.

TO GLASGOW.—*Pretorian*, C.P.O.S. Line, about April 1; *Sicilian*, C.P.O.S. Line, about April 14.

TO MANCHESTER.—*Manchester Corporation*, Manchester Liners, about March 5; *Manchester Importer*, C.P.O.S. Line, about March 23.

TO SOUTHAMPTON.—*Scandinavian*, C.P.O.S. Line, about April 1; *Corsican*, C.P.O.S. Line, about April 16.

TO BELFAST AND DUBLIN.—*Melmore Head*, Head Line, about February 28.

TO CARDIFF AND SWANSEA.—*Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about March 19.

TO ANTWERP.—*Bolingbroke*, C.P.O.S. Line, about February 28; *Bosworth*, C.P.O.S. Line, about March 18; *Scandinavian*, C.P.O.S. Line, about April 1; *Corsican*, C.P.O.S. Line, about April 18.

TO ROTTERDAM.—*Fanad Head*, Head Line, about March 1; *Ramore Head*, Head Line, about March 20.

TO HAVRE.—*Tunisian*, C.P.O.S. Line, about April 18.

TO HAMBURG.—*Fanad Head*, Head Line, about March 1; *Ramore Head*, Head Line, about March 20.

TO ST. JOHN'S (Nfld.).—*Manola*, Canada Steamship Lines, about February 28.

TO AUSTRALIA AND NEW ZEALAND.—*Canadian Planter*, Canadian Government Merchant Marine, Ltd., about March 10; *Carpentaria*, New Zealand Shipping Company, about March 23.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO EASTERN AND FAR EASTERN PORTS.—*City of Colombo*, Ellerman-Bucknalls, about March 12.

TO SOUTH AFRICA.—*Kaduna*, Elder-Dempster & Co., about February 28.

From Halifax

TO PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Cunard Line, about March 12.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about March 2.

TO BRITISH WEST INDIES.—*Caraquet*, Royal Mail Steam Packet Company, about March 4.

TO LONDON.—*Roman Prince*, Furness Withy & Co., about March 3.

TO LIVERPOOL.—*Canadian Explorer*, Canadian Government Merchant Marine, Ltd., about March 2; *Haverford*, White Star-Dominion Line, about March 14; *Cassandra*, Anchor-Donaldson Line, about April 1.

TO MANCHESTER.—*Manchester Corporation*, Furness Withy & Co., about March 7.

TO ST. JOHN'S (NFLD.).—*Sable I.*, Farquhar & Co., Ltd., about March 5; *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about March 3.

TO HAMBURG, DANZIG, AND LIBAU.—*Gothland*, Red Star Line, about March 28.

TO RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO, AND BUENOS AIRES.—*Canadian Miller*, Canadian Government Merchant Marine, Ltd., about March 20.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Farmer*, Canadian Government Merchant Marine, Ltd., about March 9.

TO HAVANA, CUBA.—*Canadian Sealer*, Canadian Government Merchant Marine, Ltd., about March 7.

TO GLASGOW.—*Canadian Rover*, Canadian Government Merchant Marine, Ltd., about March 9; *Cabotia*, Anchor-Donaldson Line, about March 12.

From Victoria.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Teucer*, Blue Funnel Line, about March 15.

From Vancouver, B.C.

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Teucer*, Blue Funnel Line, about March 5.

TO SYDNEY AND MELBOURNE.—*Canadian Skirmisher*, Canadian Government Merchant Marine, Ltd., about March 20.

TO AUCKLAND, WELLINGTON, AND LYTTLETON.—*Canadian Winner*, Canadian Government Merchant Marine, Ltd., about April 15.

TO SINGAPORE, COLOMBO, AND BOMBAY.—*Canadian Traveller*, Canadian Government Merchant Marine, Ltd., about March 30.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Statesman*, Harrison Direct Line, about April 1.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Prospector*, Canadian Government Merchant Marine, Ltd., about March 15.

TO AUSTRALIA AND NEW ZEALAND.—*Waimarino*, Canadian-Australasian Royal Mail Line, about March 7.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, C.P.O.S. Line, about March 10; *Empress of Asia*, C.P.O.S. Line, about April 28.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about April 19.

TO KARATSU, SHANGHAI, HONG KONG, SINGAPORE, AND MANILA.—*Harold Dollar*, Dollar Line, about March 11.

TENDERS INVITED**Australia**

Copies of tender form and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railways Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer file No. 26137). Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

No.	Date of closing	Particulars
33761.	March 23, 1921.	Supply and delivery of approximately 172 tons of flat spring steel, as specified.
33941.	May 4, 1921.	Manufacture, supply and delivery of 12 miles of 2,200-volt, two-core, lead-sheated wire-armoured cable, section of each core .015 square inch, as specified.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE:**◆INVOICE REQUIREMENTS OF OTHER COUNTRIES**

Many of the articles published in the *Weekly Bulletin* during the last year on the Invoice Requirements and Consular Regulations of Other Countries have been reprinted in leaflet form, and may be obtained by persons or firms interested in Canadian export trade. Leaflets are available for the following countries: United Kingdom, Australia, South Africa, Newfoundland, Trinidad, Argentina, Brazil, Cuba, Japan, China, Hong Kong, Siam, Holland, Norway, Sweden, and Denmark. In most cases there is a separate publication for each country. Application for these leaflets should be made to the Department of Trade and Commerce, Ottawa.

INCREASED WEIGHT OF PARCEL-POST PACKAGES TO SPAIN

According to a cablegram from Commercial Attaché C. H. Cunningham, Madrid, dated February 11, 1921, published in the *United States Commerce Reports*, orders have been issued authorizing the admission of parcel-post packages in Spain up to 10 kilogrammes (22 pounds) each, provided that total shipments from one consignor to one consignee by the same boat do not amount to more than 25 kilogrammes (55 pounds).

The weight limit has been 5 kilogrammes (11 pounds) until this order was issued.

STEAMSHIP COMPANY'S ADVICE ON PACKING

The Pacific Steam Navigation Company has directed the attention of shippers, particularly those exporting boots, hosiery, sewing cottons, piece-goods, and other cargo susceptible to pilferage, to the fact that very satisfactory results have attended the use of wire netting as a precaution against robbery. Goods are first packed in wire netting and then made up as usual into cases or bales with hoop-iron bands. Before any articles could be extracted, such package would usually have to be opened entirely.

CONSUL FOR COSTA RICA IN CANADA

Mr. V. E. Echeverria, Montreal, has been appointed consul ad honorem for the Republic of Costa Rica.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Calxa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgess, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 3, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighting, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs, 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

E. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil: Bahia, British Consul. Rio de Janeiro, British Consul General.	Mexico: Mexico, British Consul General.
Chile: Valparaiso, British Consul General.	Netherlands: Amsterdam, British Consul.
Colombia: Bogota, British Consul General.	Panama: Colon, British Consul. Panama, British Vice-Consul.
Ecuador: Quito, British Consul General. Guayaquil, British Consul.	Peru: Lima, British Vice-Consul.
Egypt: Alexandria, British Consul General.	Portugal: Lisbon, British Consul.
France: Havre, British Consul General. Marseilles, British Consul General.	Spain: Barcelona, British Consul General. Madrid, British Consul.
India: Calcutta, Director General of Commercial Intelligence.	Sweden: Stockholm, British Consul.
Italy: Genoa, British Consul General. Milan, British Consul.	Switzerland: Geneva, British Consul.
	Uruguay: Monte Video, British Vice-Consul.
	Venezuela: Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyright Act. Cullers' Act. Electric Light Inspection Act. Gas Inspection Act. Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Lead Bounties Act. Patent Act. Petroleum Bounty Act. Statistics Act. Trade Mark and Design Act. Timber Marking Act. Weights and Measures Inspection Act. Zinc Bounties Act.

PUBLICATIONS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
Chinese Markets for Canadian Products (1919).
Grain Inspection in Canada (1914).
German War and its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
List of Licensed Elevators, etc.
Patent Office Record (Weekly).
Report of the Canadian Economic Commission (Siberia), 1919.
Rules and Forms of the Canadian Patent Office.
Rules and Regulations made by Board of Grain Commissioners.
Russian Trade (1916).
Trade of South China (1919).
Trade with China and Japan (1914).
Trading with Spain (1920).
Timber Import Trade of Australia (1917).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom.
Toy Making in Canada (1916).
Weekly Bulletin containing Reports of Trade Commissioners and other Commercial Information.

REPORTS OF THE DOMINION BUREAU OF STATISTICS

I. Population:

Census: Report of Census of 1911:—
Volume II, Religious Origins, etc.
Volume III, Manufactures.
Volume IV, Agriculture.
Volume V, Forest, Fishery, Fur, etc.

Census—*Continued*.
Volume VI, Occupations.
Report of Census of Prairie Provinces, 1916.
Vital Statistics (pending).
Migration (pending).

II. Agriculture:

Monthly Bulletin of Agricultural Statistics.

Annual Bulletin of Agricultural Statistics.

III. Industrial Census (Annual) as follows:

Dairy Factories.
Fisheries.
Forestry—Lumber, Pulp and Paper, Sash and Planing Mills.
Mining, Metallurgical and Chemical Industries (pending).

Iron and Steel (pending).
Coal.
Central Power Stations.
General Manufactures.

IV. External Trade:

Monthly Report of the Trade of Canada.

Annual Report of the Trade of Canada

V. Transportation:

Railways and Tramways.
Express.
Telegraphs.

Telephones.
Canals, Water Carriers, Navigation.

VI. Internal Trade:

Grain.
Live Stock and Animal Products.
Prices (pending).

Monthly Produce Bulletins.
General (pending).

VII. Finance:

Municipal Statistics (cities of 10,000 population and over).

VIII. Justice: Criminal Statistics.

IX. Education (pending).

X. Abstracts:

The Canada Year Book, 1919.

Bureau of Statistics Quarterly (pending).

XI. Annual Report of Dominion Statistician.

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA



Basle and the Rhine. (See p. 407.)

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA
THOMAS MULVEY
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

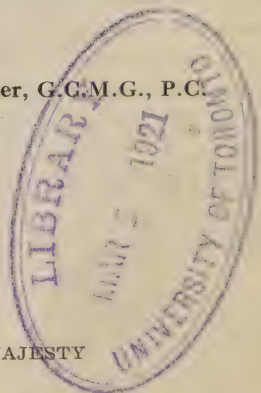


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa

Monday, March 7, 1921

No. 892

INDIA AND THE MIDDLE EAST AS A MARKET FOR PROVISIONS

H. R. POUSSETTE, DIRECTOR, COMMERCIAL INTELLIGENCE

[Pending the report which is being prepared by Mr. H. R. Poussette, Director, Commercial Intelligence Service, on the Middle East, and which has been somewhat interfered with by the taking over of the duties of his new office, the sections on imports into the countries visited will be published serially in the *Weekly Bulletin*, as it is considered that as little time as possible should be lost in placing them in the hands of Canadian exporters. The countries visited by Mr. Poussette between the 1st of March and the first week in December of last year were the Netherlands East Indies, Straits Settlements, Federated Malay States, India, and Ceylon.]

As may be seen by the trade returns, India is a large importer of provisions. For the year ending 31st March, 1920, the total imports of provisions amounted to Rs. 2,90,93,096, which shows a considerable increase over those of the two preceding years. The imports for the months of April and May of last year amounted to Rs. 72 lacs. The imports of food products into Ceylon for the year 1919 were fairly large in proportion to the native population. Of the imports into India the largest portion came from the United Kingdom, after which follow the United States with over Rs. 62 lacs, the Straits Settlements with over Rs. 52 lacs, and Australia with nearly Rs. 27 lacs. Canada is not shown separately in the returns, her business being too unimportant, but she is included with "Other Countries," whose trade only amounted altogether for the last year to Rs. 13,03,934.

The most important item of provisions is canned and bottled fruits, and next to that farinaceous and patent foods. Condensed milk is also a large entry amounting to over Rs. 40 lacs, biscuits and cakes to over Rs. 29 lacs, bacon and hams over Rs. 17 lacs, cheese over Rs. 8 lacs, and tinned and canned fish over Rs. 10 lacs.

It should be noted that the nominal value of the rupee is now two shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. or 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000; a crore equals 100 lacs.

BACONS AND HAMS

Taking these articles up in the order shown in the statistics, we come first to bacon and hams. The chief sources of supply for these commodities are the United Kingdom and Australia. The market in India for the flesh of the pig is restricted more or less to Europeans and Eurasians, or as they are most usually now called, Anglo-Indians. Hindus and Mohammedans are precluded by the rules of their religions from eating such meat—in fact, it may be stated here that the adherents of these two faiths are very small consumers of imported provisions.

The imports of bacon and ham into Ceylon are not large; in the case of the former they only amount to 564 cwt., and in the latter to 563 cwt., the bulk being supplied by Australia.

The statistics of India do not show just what proportion of bacon and hams come from Australia, but judging from the remarks of dealers it would appear that in recent years the trade with that country has considerably increased, although it also seemed evident that they would very much prefer to obtain all of their supplies from the United Kingdom. A certain amount of bacon comes in from the United States, and at least one fairly large consignment was imported from Canada during the war, but the exports of neither country seem to have given satisfaction to importers in India. Indeed, one of them, who claimed to have a long experience in that country, went so far as to say that in his opinion United States packers do not know how to cure bacon for export. He said that he had been familiar with American bacon for seventeen years, and during that time packers had not improved their methods. Importers complain that the requirements of India are not sufficiently studied, whereas owing to its climate and other conditions, they should be specially considered and catered for.

Bacon should not be too fat, but streaky, for the Indian market; in such a hot and moist climate extending over a large part of the year, it can be well understood that too fat bacon or hams are not desirable. The demand is almost entirely for bellies and fairly thin middle cuts; gammons and forequarters are not desired. Importers advise that bacon and ham should not arrive on the market after the month of February, except in very small quantities. And they further state that small and frequent shipments are much preferable to large and more infrequent ones, as with the former the market is always just a little under-stocked, which creates a much healthier condition, than when it is on the full side.

Bacon and hams should be shipped in pieces of 10 to 12 pounds and packed about 10 or 12 pieces to the case. They should be wrapped in canvas and packed in sawdust, or in a mixture of husks and salt. And it must be specially noted that the salt, which under the customs regulations is a dutiable article, should be well mixed up with the husks, as otherwise it will be subject to customs duty.

It is reported that the provision market in India is tricky and hard to judge, and is very much affected by the probability of a good or a bad monsoon, but the same may be said of all other commodities.

It was suggested that Canadian exporters wishing to enter this market might test it by sending out small shipments on consignment consisting of, say, five cases of bacon and hams. This is sound advice, as there is little chance of loss being thus incurred, and it would be a simple method of demonstrating the class of goods produced, and an earnest of a keen desire to compete in the Indian market. This course should not be pursued indiscriminately, but the experiment might be tried with, say, four to six of the leading European importers. The opinion was expressed that it might be to the interest of Canadian exporters, or probably better still, a group of exporters, to establish their own office in the country, as they would thus be assured of first-hand information, and would be in a better position to cater for the needs of consumers. This remark does not apply to bacon and hams only, but is meant to cover the whole range of those provisions in which Canadian exporters are interested. The markets of Ceylon, the Netherlands East Indies, Malaya, Siam, and the Persian Gulf could all be worked from India.

With regard to the consumption of imported provisions by the people of India, dealers seem to be of the opinion that the higher classes are showing a tendency to buy certain kinds of European food, and that in the future this promises a growing market. The Burmese being Buddhists have no scruples in regard to eating imported food, the only restriction being the inability of the vast majority to pay for it. The same remark applies very largely to the people of Ceylon. Both the Burmese and the Sinhalese are inclined to spend freely; and in Burma there are in addition to the natives and the Europeans, quite a large body of Chinese, who are known to be, outside of their own country, very free spenders.

BISCUITS

India and Ceylon consume considerable quantities of biscuits. Dealers who have been asked as to the likelihood of Canada being able to secure a share of this trade, were not encouraging. They stated that the trade was practically in the hands of one particular firm of British manufacturers, and seemed to be very doubtful of Canadian manufacturers being able to compete with more success than that which had been obtained by other firms not only in the United Kingdom, but in other parts of the world. This is not to say that only one make of biscuits is sold; there are others, notably one of cream crackers made in the United Kingdom, and another of ordinary biscuits made in Australia, the latter of which are imported done up in 6-pound tins. The usual size of tin from the United Kingdom is 2 pounds. Biscuits form one of the few lines of provisions that are fairly widely consumed by the people of India, so far as their means allow.

The reason given for the wonderful popularity of the British firm mentioned above is that its goods are uniformly of excellent quality, and keep exceedingly well, so that when opened, they are found to be as crisp and fresh as when originally packed. In a market like India such characteristics are of the highest importance, and when dealing with people who are inclined to be suspicious, and absolutely cannot afford to waste even one tin of biscuits, they have an immense weight. Judging by results, this firm are reaping the reward of merit, for they have built up a splendid reputation by enterprise, by forceful and aggressive methods, and by putting quality and their good name before every other consideration. Owing to the exigencies of the war they lost practically the whole of their Indian trade, and the market was wide open for the competition from other countries which developed. But immediately the war was over, and this British firm were able once more to resume their shipments to the Indian market, the consuming public quickly dropped the substitutes and went back to their favourite brand. The experience of this firm contains a moral which it would be very profitable for all exporters to carefully consider—namely that in the end, quality and integrity always pay handsomely, and this has never been more true than in the present era, when the get-rich-quick craze has undermined to some degree the good old solid business principles.

The trade in biscuits is said to be cut extremely fine. The kinds most in demand are those such as Petit Beurre, Marie, etc., and there is also an extremely large demand for cream crackers, which are practically the same as what are known as soda crackers in Canada.

In spite of the fact that one or two marks, and particularly one, enjoy an immense popularity, and it is difficult for a new one to establish itself, nevertheless in view of the fact that Canadian biscuit-makers are able to produce a biscuit of very high excellence, they should not be deterred from an attempt to sell their products on the Indian market, especially a cream cracker. The sale of biscuits is one that, it can safely be predicted, will enormously increase in the future, as even an addition of annas four a day to the average income of the inhabitant of India would probably react powerfully on this particular line of trade.

CHEESE

Cheese is imported principally from England, Holland, and Australia, although there is a certain amount of tinned cheese coming in from the United States. The demand for a large cheese is small, although it is purchased to some extent by the retail stores, and usually comes from the United Kingdom. It comes out wrapped in canvas and packed in sawdust, in cases, for it is very essential that cheese should be well protected. A certain amount of Canadian cheese in glass jars is sold in India, but owing to its price the demand is necessarily extremely limited. Apparently of all cheese, Dutch is preferred.

As a rule, cheese is imported either in nominal 1-pound tins or in loaves of 10 to 12 pounds. The former, while they are supposed to be 1 pound, are probably more nearly 13 ounces. It is very essential that tins of cheese be hermetically sealed. Dealers are loath to handle cheese and only do so because of a constant demand from the public; they claim that it is an unprofitable business, being too liable to loss.

Canadian exporters desiring to enter this market should quote for the 56-pound cheese—even if as has been stated the business in it is trifling—for 10 and 12-pound loaves, and for 1-pound tins. If they would be willing to send out a small shipment on consignment as a sample there would be small chance of loss if of good quality and well packed, and it might be a means of opening up business relations. The 10-pound cheese loaves are usually packed six to eight to a case. There seems little doubt that a good deal of the cheese which is sold in this market as English cheddar was originally produced in the Dominion, and Canada might just as well enjoy the benefit which comes from the production of a good article, as allow it to go to outside exporters.

There is said to be a good deal of loss in cheese, through shrinkage, and it is in favour of the Australian article that the loss through this cause is stated to be reduced to a minimum. One dealer made the statement that he had known large cheeses to lose as much as 10 or 15 pounds on a voyage. Cheese is sold at invoice weight by importers, but at the same time, purchasers as a rule carefully check it up. One dealer suggested that shippers of cheese should test their product up to a temperature of 100° moist heat, afterwards reduced to 75°, in order to ascertain its qualities for withstanding the changes of the Indian climate.

CEREALS

The imports of cereals amounted last year to over Rs. 63 lacs, or roughly over £630,000, which shows an item of considerable importance, and a business well worth cultivating. The imports of cereals have steadily increased during the last three years. So far as can be gathered, this entry is made up very largely of one well-known brand of oats, which is imported from the United States. As this particular mark is also made in Canada, it seems rather a pity, that India being a part of the British Empire, is not supplied from the Dominion.

The market in cereals is said to be most treacherous, one reason being that this product is much affected by the weather, and another, that while at one time the market may be rather overstocked, at other times it may be very bare, and while in the former case the goods may be sold at a loss, in the other they can be sold at an excellent profit. Some dealers refuse to touch cereals under any consideration.

In addition to the demand for oats, there is also a market for such other cereals as pearl barley, semolina, etc., most of which is imported from the United Kingdom. One or two dealers found fault with the packing of the American oats, and gave it as their opinion that the English packing of cereals is the best in the world. However, dealers on this subject, as on many others, differ widely, and so far as could be judged the American product, taking it all in all, is highly satisfactory. To show the difficulties of the market in cereals, one importer stated that he knew of instances when the oats referred to cost Rs. 6 landed into store, and were actually sold in the bazaar for Rs. 4.

It must be frankly acknowledged that any competitor to the brand mentioned would have serious difficulty in establishing himself in the market. Probably the only way would be for an exporter to send out small shipments on consignment to reliable dealers, or else be prepared to sell his product at a slightly cheaper price than that of his competitor. It seems unlikely that in any other way could a new brand establish itself on this market. This is one of those lines in which the exporter must make up his mind as to his line of policy, and having embarked on it stick to it. But before taking any resolution which might call for considerable outlay, it would be very advisable to thoroughly canvass the market, in order to inquire whether prospective gains would compensate for the immediate difficulties.

JAMS AND JELLIES

The market for jams and jellies, as seen by the figures, is not large, the total only amounting to slightly over Rs.3 lacs. Canadian jam is probably too expensive for this country, as the greater portion of the supply comes from Australia, which can export to India at a very much cheaper price than Canadian makers, although the jam may be of a much inferior quality. As the market for high-class jam is limited, it has been suggested that it would be better to put up a good article in a glass jar rather than in a tin, on the principle that those people who will buy the best quality are not very particular about price, and are more likely to be tempted by an attractive-looking bottle or jar than by a tin. The demand is for the usual kinds, such as strawberries, raspberries, greengages, apricots, red currants and black currants, marmalade, etc. It is well to mention that apple jam is not popular. Jam usually comes out in cases of 72 tins or jars packed in sawdust. The Australian article has become much more popular in recent years, and Australian exporters are adopting the excellent practice of sending representatives over to India to carefully study the market, and importers say that since this policy has been followed the quality of the Australian jam and its packing have immensely improved.

MILK CONDENSED AND PRESERVED

Condensed and preserved milk is an important item, the imports amounting last year to over Rs.40 lacs. or at the par rate of exchange, some £400,000. The Indian market for condensed milk is practically in the hands of one large combine. The position in India is by no means unique in that regard, as the firm in question appear to control the tinned milk trade more or less throughout the world. Several competing brands have come into the market, but immediately they make headway, it is alleged that they are swallowed up by the larger organization, which for strong, aggressive, and highly efficient methods is probably unsurpassed in the world.

Dealers state that it will be practically useless for any competitor to attempt to establish himself on this market, unless he be fully prepared for a stiff fight, and further, before the importer would care to handle the new goods, he would require to be assured of constant supplies, as otherwise he might fall between the stools. Apparently importers have a very wholesome respect for this big selling organization, and would be very loath to do anything to jeopardize their own position.

The best market in India is in Burma, where, as has been already stated, the people are good spenders, and have a strong predilection for condensed milk, for use with their tea, and also to eat with bread. Apart from Europeans, who take it when unable to get fresh milk, there is no sale for an unsweetened brand. The native, whether he be Indian or Burman, requires a milk either full cream or skimmed, and as cheap as possible. From what could be gathered from dealers, apparently the best demand is for a sweetened milk that can be watered down. Last June, dealers in Rangoon stated that full cream milk was selling at Rs.28 per case, less annas 12 or Re.1 discount, ex godown, and skimmed milk was selling at Rs.18 to Rs.20 per case. These prices are large increases on those which were in force before the war, but this is only to be expected in view of the fact that competition has been practically reduced to nothing.

So far as the introduction of a new brand of condensed milk is concerned, as in the case of cereals, dealers must be assured of a constant supply, and at a price somewhat under that of competitors. In fact, the exporter of a new mark must be prepared to forego his profit for a certain length of time, perhaps to even go somewhat beyond that, and to spend something on advertising. But it is useless to consider such a question from the point of view of the immediate future, a long view must be taken, otherwise it would be folly to waste money in a sales campaign.

The imports of condensed milk into India for the year ended 31st March, 1920, amounted to about 7,586,809 lbs., which is an increase of about 3,000,000 lbs. over

the previous year. The imports into Ceylon for the year 1919 amounted to 871,810 lbs. of full cream milk and 48,000 lbs. of skimmed milk, which shows that in proportion to population, the island spends on this article thirty or forty times as much per capita as does India. The whole market was supplied by the United States and Australia, the larger share going to the former, which country is credited with the whole supply of condensed skimmed milk. The statistics of India do not show the origin of supply of imported milk, but it is very likely that it is derived from the same source as Ceylon.

PICKLES, CONDIMENTS, ETC.

The market in India for this class of goods amounts to about Rs. 6 lacs, the larger share of which was exported from the United Kingdom and the United States. It appears that the English pickles are much better liked than those from the United States, although the latter country is strong in sauces, particularly in such classes as tomato catsup, chili sauce, etc., and one large and well-known firm with branch establishments in Canada appears to enjoy a large measure of popularity.

CANNED AND TINNED PROVISIONS

The demand for tinned fruit is an exceedingly active one. The total amounted last year to nearly Rs. 73 lacs, or in the neighbourhood of £730,000, and for Ceylon to 3,635 cwt. for the year 1919, valued at Rs. 187,000. It does not take one very long to realize that this trade is largely in the hands of California packers. Wherever one goes in the Middle East, one finds that three or four United States firms are the best known and between them largely control the trade. This is owing to the excellent quality of the fruit put up by these American shippers, combined with attractive labelling, excellence of packing and aggressive and efficient methods which fully entitle them to all the success that they have won.

When calling upon a certain importer, he informed me that he had obtained some samples of Canadian fruit and produced and opened them, and also a sample or two of Californian fruit. On examining the different kinds of fruit, it had to be acknowledged that however good the taste might be—and in that the Canadian is not surpassed—the appearance compared but poorly with the Californian article. The latter was more firm, better coloured, and the Canadian pears showed a big gouge where the core had been extracted. The gentleman who showed me this fruit put it in this way: "In your opinion, which of these tins of pears would the house-keeper choose if she wished this fruit as an attractive dish for her table?" One had in honesty to acknowledge that she would certainly choose the Californian. This importer in criticising Canadian fruit stated that it was badly packed, and that it was small, ragged, and had been roughly handled, and further that some of the tins were blown. It certainly seemed that the firm who sent these goods had been at small pains to examine the quality of the products which they were handling. It must be distinctly understood that this particular importer is an Englishman, and there was no mistaking his very evident desire that Canadian goods should be able to compete with those of the United States, and his strong prejudice in favour of the former. He was perfectly sincere and frank in his criticisms, and there was no doubt that he made them with a view to pointing out defects, so that if Canadian exporters were really serious in their determination to compete in this market, they might have the necessary information to enable them to overcome the defects, which were only too evident.

One of the points in favour of the Californian packers is, according to importers, that they supply a quality of goods which they find unobtainable from any other source, are entirely familiar with the requirements of the Tropics, and that they pack their goods to suit tropical conditions. It must be distinctly understood that India is not a market in which any class of goods can be sold. It has its likes and dislikes.

and a very keen appreciation of a good article, even though prices will more often than not weigh in the end. However, the question of price does not apply so strongly to tinned fruits as to most other commodities. One thing is very certain, that Canadian tinned and bottled fruits will never establish themselves in India, so long as they can be compared unfavourably with the Californian product, and this is particularly so when the prices are more or less equal. It is said that one of the California exporting firms has worked up its present reputation and position within the last five or six years, and simply by aggressive methods, good packing, and by selling only a really high-class article.

It was satisfactory to find that adverse criticism did not extend to all Canadian tinned fruit, but only to the larger grades. Canadian strawberries and raspberries which have been seen have drawn forth admiration, and the importer who adversely criticised the peaches and pears was equally outspoken in his praise of the smaller fruits, and he stated that he would be exceedingly pleased to obtain opening prices for them, in order that he might be in a position to place an order.

The fruits most in demand are the usual kinds such as pears, peaches, plums, cherries and the smaller ones such as strawberries, raspberries and red and black currants. Importers advise that owing to the climate of India, tins should not be quite full, particularly those containing stone fruit, as they said that if this latter was not quite ripe when tinned, it would be almost bound to swell, and consequently to blow the container.

In Ceylon the largest share of tinned fruits was supplied by the United States. The figures under this heading also apparently include jams, but they are not very clear. South Australia is credited with Rs. 32,000 and British India with Rs. 54,162, but it is quite possible that a good deal of the latter is made up of re-exported goods.

[NOTE.—After the paragraphs on tinned fruits had been written, a small shipment of Canadian tinned fruit arrived in India. The importers of this consignment were seen by the writer, and unfortunately expressed themselves as most dissatisfied with the quality of the goods. They stated that the pears which they had opened were small, gritty and unattractive to the eye, although in their opinion the packing itself and labelling was all that could be desired. They opened a tin of plums in my presence and were no more satisfied with these than were the importers of the pears already referred to, and certainly so far as the quality of the fruit was concerned, they were perfectly justified in their complaints. They, like all other importers, compared this fruit to the Californian, of which they could not speak too highly.]

LABELLING

In connection with tinned fruits, jams, and tinned fish, labelling is of the very greatest importance. One of the criticisms levelled against Australian goods is that they are very poorly and unattractively labelled. Importers pointed out examples of this, and putting the Australian side by side with examples of American and British labels, compared the first with the two latter in a most unfavourable way. One of the most attractive labels for tinned fruit, was one with a black ground, on which the various kinds of fruit contained in the tins were depicted in colours exactly resembling those of the fruit itself. It could not be doubted that such an attractive label must influence the public in favour of that brand. Human nature being what it is, an attractive label can hardly fail to engender the thought that the fruit or other product within the tin will be good. It is the same influence which operates on a person who enters a clean and well-ordered provision shop, as compared with a dirty, untidy, and ill-smelling one.

One of the English exporters has a very attractive bright blue label, on which the name of the fruit is printed in bold black letters, and the tins are further wrapped in bright blue tissue paper. This necessitates a certain amount of trouble,

but so does the packing of the fruit, and its tinning and labelling, and if a little more will add to its sale, there seems no adequate reason why it should not be taken. In fact, as the original idea in the mind of the packer is to sell his product, no operation which will assist this should be omitted, providing it is a commercial proposition.

The system of sending out labels to be reapplied where the original ones have been damaged is to be deprecated, as, if the importers be not absolutely reliable, they might use them to sell an inferior product, thus damaging the reputation of a first-class firm. Or they might fall into the hands of unauthorized persons, and be equally injurious. The best plan therefore to follow is to send out no extra labels whatever, except in most exceptional circumstances, and then only on the distinct understanding that they will be always kept under lock and key. As a matter of fact there should be no necessity for relabelling if the goods are carefully packed in the first place, as any subsequent damage would probably be negligible.

The tin containers for fruit should invariably be lacquered within and without. Some firms have tried painting tins on the outside to prevent rusting instead of lacquering, but this has been found to be unsatisfactory. Lacquering inside and outside may be a little more expensive, but it will always pay, and the added cost can be placed on the goods. One dealer advised that the name of the maker should be stamped on either the top or the bottom of the tins, as a preventive against the counterfeiting of labels. It should be added, however, that this point was not raised by other importers.

TINNED AND CANNED FISH

Canned salmon is the one class of provisions which in the Middle East seems to be largely imported from Canada. The word *seems* is used as the statistics do not show the countries of origin of the various kinds of provisions, but the opinion is based on information gained from importers, and from observing the labels of tins displayed in shops. But the imports from Canada are more noticeable in Java and Malaya than in India or Ceylon. There is no apparent reason for this unless it be that canned salmon is more easily shipped to Singapore, and from thence through Malaya and to the Netherlands East Indies, than it is to Indian ports. For the year ended March 31, 1920, the imports into India amounted to 14,693 cwt. of tinned and canned fish, and into Ceylon the imports were 117,762 pounds for the year 1919, the larger part of which can safely be said to be composed of salmon and sardines, particularly the former.

The market for red salmon is small, and is confined practically entirely to Europeans; nor can it be said that there is in India a market for chum salmon outside of Burma. The greatest demand is therefore for pink salmon, or the medium grade. As Canadian salmon bears as good a reputation as the United States product, aggressive methods should obtain for Canada as large a share in the trade as her competitor across the line, or even possibly capture the greater share of it. In view of the fact that British dealers would prefer to handle a Canadian product to that of one outside of the Empire, Canadian exporters should feel encouraged to make every effort to control the imported salmon trade of both India and Ceylon. As has been stated, the consumption in India of chum salmon outside of Burma is very small, but in the latter province there is plenty of opportunity to do a considerable amount of business. The Burman is very fond of fish, and this predilection is fully shared by the Sinhalese. What they mostly demand is that it should be cheap; consequently chum salmon should appeal to both of these peoples.

Sardines are being imported from the Pacific coast as well as from Europe. Dealers were not in agreement as to whether the Pacific Coast sardines would run the Portuguese off the market, or *vice versa*. Apparently it is largely a question of price. Sardines usually come packed in 15-ounce tins. Importers had a good deal to say in regard to the packing of fish. The cases should be marked with the number

of tins which they contain, and the net contents; for instance, a case of salmon should be marked 48 15-ounce tins. Locally these cases are spoken of as "48 ones." Tins are distinguished between flats and tall. The former are usually oval and contain 15 ounces, but there are also halves containing $7\frac{1}{2}$ ounces, and quarters $3\frac{1}{4}$ ounces. The sardine tins should come packed in sawdust. Sardine tins are imported with and without keys.

The tinning and sealing of the cans is most important. One importer instanced a shipment of sardines which was badly tinned, in consequence of which the oil leaked out, discolouring the labels and the tins. The result was that it was impossible to sell the goods, so that a considerable loss was sustained. If one tin in a case bursts or leaks, it will probably spoil the other forty-seven, and if sandpaper to remove discoloration is used, it is quickly noticed by the purchaser and immediately raises his suspicions. In matters of this kind the bazaar is very particular and even suspicious, so that to do business it is necessary that the appearance of the goods should be such as not to raise doubts of any kind.

There is a fair market for tinned herrings, particularly when packed in tomato sauce. English herrings, both kippered and in tomato sauce, are preferred to the United States article, and according to dealers the public will pay a slightly higher price for the former, the reason given being that they are better known and have a better reputation.

On the west coast of India sardines are caught and packed. Originally this enterprise was in French hands, the idea being that sardines would there be packed for the French market. However, this enterprise did not turn out to be the success anticipated for it by its projectors, as apparently the French public could not be persuaded that these sardines were the true ones, and consequently would not purchase them. This industry was a few years ago taken over by a Madras firm, who have built up a successful trade, but their product is not able, according to importers, to compete with the foreign article. One hears a good deal about the Swedeshi movement, but if one may judge by the remarks of dealers, it does not extend to canned fish, as the Indian public prefers the foreign article to the local, believing it to be better, although this is denied by the Madras packers.

In Burma the natives obtain a local fish which they make into a preparation called nappi. Apparently the fish is allowed to decay and then made into the form of a paste which is eaten with vegetables. Inquiries were made as to whether Canadian codfish might not find a sale for the purpose of being made into nappi, but dealers were not very encouraging, apparently fearing that the price would be against it. However, as the Burmese, as already stated, are fish eaters, the experiment might be quite worth trying, not only with codfish, but also with tunny fish or other cheap kinds which are shipped from the east coast of Canada.

The sale of canned lobster is exceedingly small, as owing to its price it is confined entirely to Europeans, and then probably to those with good incomes.

LABELLING OF FISH TINS

The question of labelling tinned fish is not less important than that of tinned fruit. Canned salmon should have an attractive bright label, as such a one appeals to the Oriental. This remark however does not apply to tinned sardines, as it is not customary to give them gaudy colours. What has been pointed out, however, by importers is that the labels of sardines should have on them two gold medallions, and the reason given for this was that the first sardines introduced to the market were the Portuguese, and their tins had emblazoned over a black ground two medallions, and consequently the bazaar looked for them on the tins of that particular class of fish. These remarks were made in Rangoon, and it was strongly recommended that Canadian sardines should be similarly labelled, as the Burman is very strong on marks, and as long as he can see the two gold medallions he is quite satisfied that it is the kind of sardine that he wants.

Before leaving the subject of tinned fish, it should be stated that one of the largest importers in India remarked that a distinction should be made between herrings and sardines. He said that the Scotch herrings were labelled herrings "*a la sardines*" to distinguish them from the ordinary sardines. He advised this, to avoid disappointment on the part of purchasers, who might buy on the name. He also suggested that the packing of herrings should be confined to oval tins, and sardines to the small square ones, as the public were used to the latter.

It is very important that Canadian packers should not consider the Indian market from the point of view of their own. The Oriental is an entirely different person from the Canadian, and looks at things in quite a different way, consequently the advice of importers on this side should be carefully considered and always followed where possible. Such a policy not only leads to business, but very favourably impresses merchants in the East. It annoys them exceedingly to come up against the narrow-minded class of exporter, that is the one who cannot imagine other conditions than those which have come within his own knowledge.

FLOUR

As India is one of the largest growers of wheat in the world, one naturally does not expect her to present a market for flour, but this commodity is imported into Ceylon. In the last year the island purchased 352,124 cwt., of which British India supplied about 273,000 cwt., and Australia the balance. Inquiries were received from importers of flour in Ceylon as to the possibility of securing supplies in Canada, with a view no doubt to rendering themselves less dependent upon India and Australia. However, it is not likely that Canadian mills could compete with those of India, nor even with Australia, which is very much closer to Ceylon than is Canada.

One importer stated that he could do with 5,000 or 6,000 packages monthly, and said that he would be very glad to try Canadian flour if it could be brought in at a competitive price. The Sinhalese use wheat flour, and in this they differ from the majority of either Indians or Burmese, whose chief article of diet is rice.

CONFECTIONERY

There is a very good market in India for confectionery of various kinds, but particularly for chocolate creams. Chocolates come almost entirely from the United Kingdom, as the makers in that country seem to thoroughly understand the tropical markets. At the same time it may be stated that the best confectionery sold in India compares very unfavourably with the best Canadian, although it is possible this may be owing to the way in which it is made in order to stand the climate. There seems no reason why Canadian chocolates should not be introduced into this market, particularly in the cool season, which runs from November until about the beginning of March. But it is absolutely necessary that confectionery be contained in hermetically sealed tins of one-half and one pound capacity. One importer thought that it would be satisfactory to pack confectionery in cartons, provided these were again packed in tin-lined cases, but his opinion was not confirmed by others. His idea was that the case being small, when opened the contents would be sold too quickly for them to deteriorate. Chocolates are sold in this country packed in cartons, but there is little question that they do not keep so well as when packed in hermetically sealed tins.

As Canadian manufacturers of confectionery must have gained some experience of tropical markets in the West Indies, they should be able to establish themselves in India. It was put forward as a suggestion, that Canadian manufacturers send out small shipments on consignment to two or three well-known, reliable importers, in order to test this market. This is sound, as while gaining information, it is very likely that at the worst their goods would be sold for sufficient to reimburse them for the outlay.

The imports of confectionery are shown under the heading of sugar and amounted for the year ended 31st March, 1920, to over Rs. 21 lacs, which is a very considerable increase over the two preceding years. For the two months ended 31st May, 1920, the imports amounted to about Rs. 8 lacs, from which it would appear that this trade is likely to be an expanding one. It may be mentioned here that Indians are exceedingly fond of sweet things and consume enormous quantities of sugar in various forms, and it can be said in truth that with the people of this country it is an important article of diet.

The imports of confectionery into Ceylon amounted in the year 1919 to 453,945 pounds. In the Ceylon trade, as with that of India, the United Kingdom took the leading place, British India coming second, but the imports from the latter may have been very largely made up of re-exports. The United States are credited in the year mentioned with 24,931 pounds.

SUNDRY PROVISIONS

Under the heading of "Others" would be included miscellaneous articles of provisions such as tinned meat, tinned pastes, honey, etc.

TINNED VEGETABLES

There is a very small market for tinned vegetables, and so far as could be judged it is confined in India and Ceylon to tinned asparagus, which seems, in hotels at any rate, to be looked upon as an extra special dish for particular occasions. As India produces large quantities of vegetables herself, and they grow more or less all the year round, there is little necessity to have recourse to tinned goods.

FRESH APPLES

In Ceylon there is a small market for fresh apples, but according to dealers, the red skinned variety are not popular, preference being for an apple similar to the Oregon Newtown Pippin, which should be wrapped in tissue paper. The yellow-skinned apple sells better than any other, and should be of a size which would run about 120 to the case. India produces in Kashmere and the Punjab a very fair apple, but if cold storage were available no doubt fresh apples would be imported.

EVAPORATED APPLES

Although the demand for evaporated apples, mostly in the form of rings, is not large, at the same time it is fairly steady. These come out from California packed in 2-pound packets, and these again are contained in tin-lined cases, 28 packets to the case. Apparently there is no sale for evaporated dry peaches or apricots, as it is alleged that they turn black in the climate of India.

HONEY, TINNED PASTES, ETC.

The imports of honey are said to be small as it is produced locally. A good deal of honey is consumed by the people of India; they like it as an article of diet, and it is also used for embalming purposes.

The consumption of tinned pastes is comparatively small. Meat and chicken pastes are produced in Canada, and as they are exported to China and Japan there is no reason why they should not find a market in India, such as it is. Meat paste at present is almost entirely imported from the United Kingdom and comes out in 4-ounce tins and glass jars.

Some Canadian sausages have been imported into India, but it is stated that they were too highly flavoured although otherwise satisfactory. On account of this high seasoning, one dealer said that he only sold one tin of Canadian to about 100 of English.

BEER

Large quantities of beer are consumed over the whole of the Middle East. A brand of Canadian bottled beer made in British Columbia is quite favourably known from Japan down the coast to India. For heavy beers the English is of course the most popular, but for light beers the taste seems to be spread over the Dutch, Japanese, American and this one brand of Canadian just mentioned. German beers are being imported once more, and as they are said to be cheap, it is very probable that they will put up a severe competition. However, there is no reason why Canadian brewers should not place themselves in touch with importers in the Middle East, with a view to introducing their products on the market. Although they may not be able to compete with German beers, they should certainly be able to hold their own with Japanese, Dutch, English or American lager and light ale.

WHISKY

So far as could be gathered, the demand for rye whisky in the East is almost nil. The only importer met with who found a sale for it was in Rangoon. He stated that he was able to dispose of a certain amount of Canadian rye, but there was no other dealer who showed the slightest interest in it.

CIDER

There is a small importation of cider in India, which amounted in the year ended 31st March, 1920, to 11,031 gallons of a value of Rs. 64,414.

SOFT DRINKS

There is a very good market for soft drinks in India, and one large importer said he would be very pleased to hear from any Canadian exporter who could supply him with a first-class mineral or other soft drink. To show what can be done, he instanced the case of an Australian beverage which is used as a flavouring to be mixed with soda or with water. This firm apparently were very aggressive, and although at first meeting with discouragements they induced this particular importer to take up the sale of their product, which met with a very considerable measure of success.

TOBACCO

The imports of tobacco in various forms into India are very considerable, and amounted in the year ended 31st March, 1920, to 5,847,712 lbs., having a value of over Rs. 2 crores. Of this, 800,000 lbs. were unmanufactured. The bulk, however, of the importations was in the form of cigarettes, of which the United Kingdom sent 2,960,196 lbs. and the United States 1,164,885 lbs. As this business is important, and Canada should be able to compete either with the United Kingdom or the United States, the question is well worth the consideration of Canadian manufacturers. It might be mentioned that one large importer in Calcutta was very interested in the idea of obtaining cigarettes from Canada. He seemed to think that it would be quite possible for our manufacturers to compete in the Indian market, and he thought it would be all in the interest of trade if a new source for their supplies could be discovered.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE : INVOICE REQUIREMENTS OF OTHER COUNTRIES

Many of the articles published in the *Weekly Bulletin* during the last year on the Invoice Requirements and Consular Regulations of Other Countries have been reprinted in leaflet form, and may be obtained by persons or firms interested in Canadian export trade. Leaflets are available for the following countries: United Kingdom, Australia, South Africa, Newfoundland, Trinidad, Argentina, Brazil, Cuba, Japan, China, Hong Kong, Siam, Holland, Norway, Sweden, and Denmark. In most cases there is a separate publication for each country. Application for these leaflets should be made to the Department of Trade and Commerce, Ottawa.

COMMERCIAL AND INDUSTRIAL CONDITIONS IN GREAT BRITAIN

TRADE COMMISSIONER GORDON B. JOHNSON

Glasgow, February 5, 1921.—There is still no indication that the slowing-down process in industry and commerce has reached the end in Great Britain. Factory workmen are still being dismissed all over the country, thousands of others are being retained on part time, and in a few cases factories and shipyards are being entirely shut down until conditions improve. It is estimated that well over a million people are unemployed throughout the country, whose maintenance depends on Government "doles," donations from local authorities, and charity. Scotland and the Clyde district are well represented in this deplorable state of affairs. While the conditions here are a reflection of those existing in other parts of the world where an equally sound political foundation supports the superstructure of industry, commerce, and credit, such as the United States and Canada, and where it would seem that the problem of well over two million unemployed in the United States (or more than double the number in Great Britain) would be a much more serious problem than in this country, it should not be forgotten that the proportion of unemployed to population in Great Britain is somewhat greater; that the United States possesses fields for the absorption of unemployment, such as agriculture, which are not enjoyed in this country; and further that the seasonal unemployment of the northern states due to winter weather, which does not exist here except in a minor degree, must be a considerable percentage of the whole and is necessarily of a passing nature. It would seem that existing unemployment conditions in Canada approximate to those in the United States.

CAUSES OF DEPRESSION

The opinion is nearly unanimous that the present depression, which arrived with startling suddenness and progressed rapidly, is due mainly to the unwillingness or inability of the consuming markets both at home and abroad to pay the present high prices for goods of all kinds. Apart from inflation of the currency due to the war and the natural result of high prices for commodities in terms of that currency, authorities in financial and commercial circles agree that the high cost of raw material, and particularly the very high wages now paid, combined with shorter hours, and low output following the "go-slow" policy of the trade unions, are in the main responsible for the excessive cost of all commodities, and the slowing down of the market demand, through the inability of the buying public to pay these prices. The war is now being paid for in very heavy taxation, which leaves the average individual, who with his fellows make up the bulk of any country's population, with very little money to spare for anything but necessities, and hardly enough for them. Buyers abroad, on whom the industries and commerce of this country largely depend, particularly on

the Continent, are further restricted by their inability or unwillingness to pay the enormous prices needed to cover sterling drafts with the currency of their own countries—in other words, adverse exchange.

No one disputes the fact that the wheels of industry and commerce cannot begin to revolve freely without a substantial reduction in prices to enable willing buyers to buy. How this can be done is the problem which is now the subject of articles in the daily and weekly press and the trade journals.

WAGES AND PRICES

As the cost at the factory of most manufactured articles is to a very large extent the wages paid to the men producing them, it follows that no serious reduction in prices, with its accompanying benefits of increased demand, busy industries, and the end of unemployment, is possible without a serious cut in wages or an increase of output per man, or both. If such a reduction in wages could be *accompanied by*, instead of preceding, a fall in prices, it is probable that the trade unions and their members would not seriously object, as their buying power or "real" wages would not be injuriously affected, rather the reverse, and possibilities of unemployment would be reduced. What they point out, however, not without reason, is that, after a reduction of wages, a certain period would elapse before such a reduction would make itself felt in lower prices, with the further risk that factory reductions in wages would pass to the consumer only in part, the balance being absorbed as extra profits by middlemen on the journey from factory to consumer.

A simultaneous reduction of both wages and prices would seem to meet the case, but how this is to be accomplished no one seems to know. A serious proposal has been put forward that a reduction of wages and prices in every industry and commodity should be determined upon, and enforced by the League of Nations in all countries who are members, to take effect on a specified day, such reduction to be made to the level of wages and prices existing in July, 1914. On the surface this seems to be an attractive proposition. The propounder, however, fails to point out how it is to be enforced; to take into consideration the thousands of cases in which it could not apply; and how to deal with the numerous cross-currents of causes of high prices, such as currency inflation in various countries. Furthermore, it is the determined and unalterable policy of the trade unions never to allow their members to sink back to the standard of living they were compelled to accept before the war. In their view, if prices are reduced, wages must not be reduced in proportion, if at all.

At any rate, if wages could be reduced, even at the cost of some temporary hardship, to be more than made up later by larger "real" wages and elimination of the risk of unemployment, prices will undoubtedly substantially fall.

But so far as Britain is concerned this scheme for a simultaneous and world-wide reduction of prices and wages to a 1914 level would have an effect which has not been sufficiently considered. Such a reduction would no doubt be equivalent to a deflation or shrinkage of the currency to a point at which the country would once more be on a gold basis. It would then be possible to change a £1 treasury note at the Bank of England for one gold sovereign, and gold coin would once more be used as a medium of exchange, instead of printed paper. In present currency the real wealth of Great Britain is estimated at £30,000,000,000. The national debt is £8,000,000,000, or more than one-fourth of this. If a reversion to the gold standard were brought about, it is clear that while the "real" wealth of the country would remain as at present, its nominal value in the deflated or gold currency would certainly not be more than half as much, or £15,000,000,000. The debt, however, would remain at the same *figure*, and would be consequently doubled in real value, and the burden of the country for the service of the debt and its redemption would also be doubled. To reduce the figure of the debt at the same time as the deflation of the currency is being accomplished would be an impossible achievement without a process of either redemption or partial repudiation.

How the price of an article consists mostly of the wages paid to the men engaged in making it was well shown a few days ago when a prominent shipyard owner gave it as his opinion that his wage bill accounted for from 50 per cent to 55 per cent of the cost of a ship. It was pointed out to him that the percentage for producing a ship was much greater, 80 per cent to 85 per cent, because he had taken no account of the wages paid on material before such material reached his yard. For instance, the labour wages of the miners who produced the coal he used, other miners who produced the iron ore, wages of steelmakers who produced his ship's plates, and those of railway workers who transported these things to the shipyard.

RISE IN STERLING EXCHANGE

Notwithstanding the gloomy situation in Great Britain to-day, many of the leading men of the country in financial and business circles are far from pessimistic of the future—even the immediate future. There are distinct signs that the depression will not be lasting. Sterling exchange has been steadily moving upward for some time past with reference to the dollar, reflecting the confidence that the United States bankers and business men generally have in the sound position of this country—confidence fostered by the manner in which the country has met or is preparing to meet its maturing obligations to the United States, and to the fact that redemption of the national debt after all national expenditure has been met has been provided for in the current year to the extent of hundreds of millions of pounds. Improvement in the exchange is of course also accounted for by the favourable balance of the country's external trade—that is the excess of exports over imports—visible exports of goods, together with invisible exports consisting mainly of freights and other services. Such an improvement in exchange, which is equally reflected in sterling exchange with Canada, will enable Canadian producers to take increasing advantage of this market.

EXCESS PROFITS DUTY ABOLISHED

In a speech last night (February 3) the Chancellor of the Exchequer announced that the much-abused excess profits duty (E.P.D.) would be abandoned in the next budget. As this duty takes 60 per cent of all profits over and above those made before the war, there is great and general relief at this removal of what all business men describe as an incubus to industry. The removal of this tax alone would appear to be enough to give a decided stimulus to a revival of business. It was a wartime tax which, as the Chancellor said, has outlived its usefulness. It was devised with the objects of distributing evenly the burdens of the war, to reduce profiteering, and because of its huge return, obviate the necessity for indefinite borrowing. The last of these objects is certainly fulfilled, and the heroic methods of taxation in Great Britain during the war period are among the reasons for the singularly favourable financial position which, as Mr. Chamberlain pointed out, Great Britain occupies at present among the nations of Europe.

These wholesome influences, particularly if reinforced by a widely spread voluntary reduction in wages and a large increase of production per man, lead one to the optimistic conclusion that a revival of activity is not far off, and that by Easter a distinct improvement will be noticeable.

VISITS TO SOUTH AFRICA ON BEHALF OF CANADIAN FIRMS

Mr. P. W. Ward, Assistant Canadian Trade Commissioner at Cape Town, writes asking that any officials of Canadian firms intending to visit South Africa in the near future should advise that office (Westminster House, P.O. Box 683, Cape Town) in advance as to their trip and possible date of arrival, in order that every facility and help may be given them towards making the trip a success.

IRELAND'S PROSPERITY

TRADE COMMISSIONER GORDON B. JOHNSON

Glasgow, February 7, 1921.—The financial prosperity of Ireland contrasts strangely with the state of semi-war prevailing in that country. Indications of the former were given by Mr. H. S. H. Guinness when presiding at the annual meeting in London of the Provincial Bank of Ireland.

Compared with the bank's balance-sheet twelve months ago, deposit and current accounts were higher by £2,307,435. The advances to customers and bills discounted had risen by £1,702,414 to £9,696,661. That increase in accommodation to customers was to afford full encouragement to legitimate enterprise in commerce and industry in Ireland. The position at the bank was thoroughly sound, and its business progressive.

The balance of Irish trade has been strongly in Ireland's favour. For the three years 1918, 1919, and 1920 Irish exports have exceeded imports by over fifty million sterling. This has served greatly to strengthen Ireland's economic position. The graziers have been benefited by high values which have ruled for live stock. Ireland is fortunate, in view of the present marked shortage of meat in Europe, in having conserved practically intact her prewar quantity of cattle.

THE WOOL MARKET IN AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, January 26, 1921.—In sequence to a recent review from this office in regard to the unfavourable outlook for the disposal of the 1920 Australian wool clip, it is interesting that, in the interval, some leading Canadian woollen mills have taken advantage of the market being in the buyer's favour by cabling considerable orders to their representatives in Australia.

At the opening sales at Adelaide in October, the selling brokers offered only good merino wools, as the buyers advised that they had no orders for other grades. Some high prices were bid and paid for these wools, but the brokers refused to dispose of 75 per cent of the offerings at the prices offered, with the result that much of this wool, for which the brokers refused 20 pence (40 cents), has since been sold at 12 pence (24 cents) a pound, or at an approximate loss of £9 per bale on the October values.

Practically all the offerings have been of the better grades of merino, the bulk of which has been purchased for shipment to North America at good prices, such wools costing on the average about 70 pence (say \$1.42) per pound delivered on ship for best 64's merino fleece.

As the sales progressed, all the good warp wools and best merinos have been bought on account of American buyers, hence there is coming a difficult time for Australia when the whole of the crossbred wools and the remaining inferior descriptions of merinos have to be realized upon. The coming sales opening in February should therefore be interesting, particularly as the Bradford market appears a little firmer, and this may assist in the disposal of crossbreds at better rates than were recently anticipated. The market for the lower grades of crossbreds is stated to be less than the actual cost of growing the wool—this especially applies to Lincoln wools.

The position would be materially improved if the continental exchanges would become nearly normal, as purchases made on account of Italy, France or Germany at the present time would cost those countries excessive rates, owing to the low value of their money when converted into sterling.

OVERSEA INVESTMENTS IN AUSTRALIAN WAR LOANS

TRADE COMMISSIONER D. H. ROSS

Melbourne, January 26, 1921.—Through the resources of Australian banks in London having become depleted by the huge payments made for goods—from various countries—ordered by Australian importers, very large amounts of money are now being held by banks in the Commonwealth, on account of collections made on behalf of oversea shippers, which cannot be remitted (under the most favourable circumstances) for some time hence, or until this season's exports (of wool, wheat, meats, butter, etc.) are realized upon at ports of destination.

For some time, Australian banks allowed interest at the rate of 4 per cent per annum on these collections, but funds have accumulated to such huge figures that the banks are now refusing to pay interest on such deposits. In rare instances, for favoured clients, some of the banks are disposed to accept same on fixed deposit for six months at 4 per cent per annum.

With the exceedingly favourable conversion rates of dollars into sterling, it is stated that some United States exporters of goods and products to Australia have instructed that their collections be invested in Australia in Commonwealth war loan bonds.

As some large amounts of money are now held in Australian banks to the credit of Canadian importers, waiting for both improved conversion rates and the opportunity to remit, inquiries have been made as to the methods of these funds being, temporarily, invested in a remunerative manner.

The following review of the position was furnished, on the request of this office, by a prominent firm of members of the Melbourne Stock Exchange, and—for general information—is submitted as follows:—

“As a result of the exchange situation which has arisen between London and Australia, and therefore between Canada and Australia, a stage has now been reached when it is a matter of utmost difficulty to remit funds from Melbourne to either London or Montreal. At the present juncture it may be said that it is impossible to get any of the banking institutions to undertake the transfer, except for very specially favoured customers, and then only for an infinitesimal portion of their requirements.

“We have no doubt but that you may be in touch with Canadian exporters who are finding that they are accumulating funds here, and are unable to remit to the other side.

“It has occurred to us that as these firms will be having funds lying to their credit in our banks until the exchange situation improves, it might be possible to interest them in our Commonwealth Government non-taxable loans as a medium of investment. We are enclosing herewith a complete Guide to Commonwealth Loans, but out of the different issues which have been made we would only suggest the $4\frac{1}{2}$ per cent loan due December 15, 1925, and the $4\frac{1}{2}$ per cent loan due December 15, 1927, as both these loans are free of Commonwealth and state taxation.

“We believe, of course, that most of the firms whom you may know that have accumulated funds here will only want to invest these funds until such time as exchange becomes easier again, and therefore possible to remit to London, and they may argue that it is better to have the money lying idle here than invested in Commonwealth bonds which may suffer depreciation in capital value. We quite agree that this is a contingency which must be considered, but general indications in Australia point to an easing in the money market, which would of course mean an appreciation in the capital value of Commonwealth bonds. We may say that this belief about money likely to become easier is held by some of our leading bankers. As you no doubt know, there was a distribution of some £17,000,000 amongst farmers

the other day, being at the rate of 2s. 6d. per bushel advance on the current crop. Another 2s. 6d. per bushel will be distributed amongst them in April, and as it is generally supposed that the Australian Wheat Board is getting 10s. per bushel for all sales of wheat abroad (the home price is fixed at 9s.) there will still be after April a very substantial sum to come to farmers, some of which invariably becomes available for the purchase of Government securities. It has always been the practice of the banks here to remit their surplus funds to London for investment there, but with this avenue now cut off, the money which would have been thus remitted is accumulating here, and must find employment in other directions. An abundance of funds will make the monetary position easier without doubt.

"We are also going through a period of industrial unrest in Australia common to all countries, and this must be accentuated and must eventually lead to decline in trade now that the spending of huge sums of borrowed money has come to an end. These conditions are causing people to be very chary about investing in industrial stocks, or at any rate in any but preference shares with a considerable backing of ordinary capital, and as money accumulates for investment it is reasonable to expect a large proportion of it to be diverted to Commonwealth bonds. This will naturally cause an appreciation in their price. After considering the situation in all its aspects, therefore, we do not anticipate a loss of capital likely to result from the investment in Commonwealth bonds during the next few months.

"Our Commonwealth loans are dealt in on the basis of the accrued interest being included in the purchase price, but in the calculations set out below we have taken the price of the 4½ per cent 1925 issue as £90 per hundred, and that of the 4½ per cent 1927 issue as £89 per hundred—these being the actual cost prices to the purchaser of either issue in the market at the present time.

"The calculations have been made by an actuary, and for the purpose of demonstration we have taken the rates of exchange now ruling, New York \$3.75, and Montreal \$4.25. Moreover, we have assumed that the investor would require the interest remitted half-yearly as it fell due. You will note we have also assumed that when the shorter-dated 1925 loan is paid off in December, 1925, the rate of exchange will again have reached par.

NEW YORK

	Due Dec. 15,	Due Dec. 15,
Commonwealth War Loan—4½ per cent..	1925	1927
Price at 24/1/21 (no accrued interest)..	90	89
Rate of exchange 3.75. Equivalent price..	£69 7s.	£68 11s. 7d.

"Assumed future rates of exchange:—

At 15/ 6/21.. 3.85	At 15/ 6/23.. 4.25	At 15/ 6/25.. 4.75	At 15/ 6/27.. 4.8666
" 15/12/21.. 3.95	" 15/12/23.. 4.35	" 15/12/25.. 4.8666	" 15/12/27.. 4.8666
" 15/ 6/22.. 4.05	" 15/16/24.. 4.45	" 15/ 6/26.. 4.8666	
" 15/12/22.. 4.15	" 15/12/24.. 4.60	" 15/12/26.. 4.8666	

"Considered as an investment of the equivalent amount of £69 7s. and £68 11s. 7d. respectively, at 24/1/1921, the reduced equivalent values of the half-yearly interest prior to 15/12/25 and the full amounts of half-yearly interest thereafter and capital value at par on 15/12/25 and 15/12/27 respectively, give a return of:—

- (a) £12 13s. 6d. per cent per annum on the 4½ per cent 1925
- (b) £10 14s. 9d. per cent per annum on the 4½ per cent 1927

MONTREAL

	Due Dec. 15,	Due Dec. 15,
Commonwealth War Loan—4½ per cent..	1925	1927
Price at 24/1/21 (no accrued interest)..	90	89
Rate of exchange 4.25. Equivalent price..	£78 12s.	£77 14s. 6d.

"Assumed future rates of exchange:—

At 15/ 6/21.. 4.31	At 15/ 6/23.. 4.55	At 15/ 6/25.. 4.79	At 15/ 6/27.. 4.8666
" 15/12/21.. 4.37	" 15/12/23.. 4.61	" 15/12/25.. 4.8666	" 15/12/27.. 4.8666
" 15/ 6/22.. 4.43	" 15/ 6/24.. 4.67	" 15/ 6/26.. 4.8666	
" 15/12/22.. 4.49	" 15/12/24.. 4.73	" 15/12/26.. 4.8666	

"Considered as an investment of the equivalent amount of £78 12s. and £77 14s. 6d. respectively, at 24/1/21, the reduced equivalent values of the half-yearly interest prior to 15/12/25 and the full amounts of half-yearly interest thereafter and capital value at par on 15/12/25 and 15/12/27 respectively give a return of:—

- (a) £9 19s. 6d. per cent per annum on the $4\frac{1}{2}$ per cent 1925
 (b) £8 15s. 0d. per cent per annum on the $4\frac{1}{2}$ per cent 1927

"The amount of the 1925 loan is £78,000,000 and the 1927 loan £56,000,000.

"Under the terms of the prospectus, both loans are free from any wealth levy.

"There is no buying commission on Commonwealth loans, as it is the practice for the buying and selling brokers to divide the 10s. per cent paid by the seller."

ENGLISH VERSION OF THE BRAZILIAN CUSTOMS TARIFF

Under the auspices of the British Chamber of Commerce of Sao Paulo and Southern Brazil, an English translation of the Brazilian tariff, which has been provided by the chamber, is shortly to be published and the work of printing has already been put in hand. The price of this publication will be 20\$000 (present exchange about \$3.65) per copy. Canadian manufacturers who desire to subscribe for this publication are requested to send their orders to the Secretary of the British Chamber of Commerce at Sao Paulo, Brazil.

AUSTRALIAN RABBIT SKINS AT LOW PRICES

TRADE COMMISSIONER D. H. ROSS

Melbourne, January 26, 1921.—During the period of the war there was immense speculative buying of Australian rabbit skins, which—in their various grades—are used for a variety of purposes, not least of which is fur used in the manufacture of hats. The better grades, however, are dressed and dyed for making fur apparel. For a time this business showed extraordinary profits, both to the rabbit trapper and to the shippers who were successful in obtaining oversea transportation facilities.

As in other commodities, the market has recently shown marked reduction in values, as is indicated in the appended comparative schedule..

Values January, 1920		Values January, 1921	
1st Winters..	163 pence	24 pence (48 cents) per pound	
2nd Winters..	138 "	18 " (36 cents) "	
2nd Incoming..	118 "	11 " (22 cents) "	
Racks..	90 "	7 " (14 cents) "	
Does..	52 "	4½ " (9 cents) "	
Kittens..	47 "	4 " (8 cents) "	

The January, 1921, values in Australia are self-explanatory, and, at present prices, are stated not to pay for the cost of collection.

In the judgment of experienced dealers, the ruling market conditions, as the mail closes, are such as should be attractive to Canadian hat manufacturers and makers of fur apparel. It is obvious, if the present prices are unremunerative to trappers, supplies will cease to come forward and prices must in time advance.

Many Australian buyers have suffered heavy financial losses owing to their having large stocks on hand which were bought at high prices.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Business Conditions

Sydney, January 25, 1921.—The sudden strike of stewards on interstate and oversea vessels which commenced a month ago, and which almost completely paralyzed business, has just ended. Before the strike commenced there was a great deal of unemployment and the restrictions to trade necessarily increased this in all directions.

During the concluding months of last year there was rather a severe slump in first-class securities due to the temporary contraction in credit by the banks and financial institutions, but the turn of the year brought a measure of relief to the markets and prices have since gradually firmed. Merchants and retailers, however, are merely buying from hand to mouth so as to satisfy the demands of the immediate future.

Fish Trawling in New South Wales and Queensland Waters

The fish trawling schemes of the State Governments of New South Wales and Queensland have not been the financial success that was anticipated. The New South Wales State trawling industry for last year showed a loss of £68,000, thus in one year almost doubling the accumulated losses of the previous four years, which since the inception of the industry has amounted to £106,449.

Changes have recently been made in the method of disposing of the fish, and instead of gutting and cleaning they are now placed on ice and sold directly to the customer as they are caught. It is claimed by the present management that this method has largely decreased expenses, but in a warm climate such as this it is extremely doubtful if this method will prove successful. Continual labour troubles in connection with the trawler crews and the shore hands have seriously interfered with the industry.

That there are unlimited quantities of fish in the adjacent seas has been proved beyond a doubt, but the problem of landing and distribution in an economical way is a very serious one. With regard to the Queensland venture, it has been found that the adjacent coasts, although teeming with good fish, are totally unsuitable for trawling owing to the rocky nature of the sea bottom. Considerable loss has been shown in the trading operations and the scheme has been abandoned.

Metal Prices in 1920

Metal market records for 1920 make rather doleful reading for producers and sellers. Practically all base metals underwent value readjustments during the year which were more or less materially in favour of buyers.

After the second month, during which there was something in the nature of a recovery in prices, the trend was consistently towards prewar levels. In the main the influences which operated were governed largely by—if they were not actually the creation of—the need for the reversion to the normal and the re-establishment of stable conditions after five years of instability and irregularity occasioned by the war. The pressure of abnormal demand for certain metals for destructive purposes had long since ceased to be a factor; but there remained the depressing influence of large stocks left in the hands of governments which were being unloaded, thus causing supplies to be greatly in excess of the absorbent powers of the markets. There was

furthermore the dilemma into which producing organizations were placed owing to the ever-growing exactions of labour. Between the attitude of organized labour and the steadily diminishing markets, mine-owners in New South Wales find themselves in an awkward position, with the result that production is greatly reduced, and in many cases mines shut down.

Australian Sugar Industry

The area under cane in Queensland this year is a record one, and owing to the favourable season, prospects for next year are highly promising. It is too early yet to make an estimate of the probable yield, but as far as can be seen it is expected that the total production will exceed that of last year.

Although the quantity of cane grown in the northern part of this state is not nearly as large as that of Queensland, prospects are very bright for a much improved yield.

Paper Production at Sydney

The principal factory at Sydney has recently been very much enlarged and, it is stated, is now turning out 10,000 tons of first-class paper per annum.

Trade Relations with Scandinavia

Scandinavian countries are making considerable efforts to recapture lost trade and establish new connections with Australia, a special envoy having been sent out with that object in view. A Swedish Chamber of Commerce has been established in Sydney for some years.

Owing to the favourable rate of exchange, trade in tinned fish with Norway and Sweden has of late been particularly brisk.

Sydney Wool Trade

Although the holiday season is over, the recess so far as wool auctions are concerned will extend to the end of the present month at least. While buyers as a whole are taking full advantage of the interval, there has been an undercurrent of inquiry, and some sales of passed-in wools are reported.

In some instances the sales made show a satisfactory improvement on the bids last made at auction. It would, however, be misleading to suppose that this means that values have improved. The position is simply that buyers are filling orders that come along, and are able to improve upon auction bids, which in many cases were much below the market level. Operations so far reported are of a limited compass, and there has been no general desire to extend operations.

It is probable that the market will be thoroughly tested by representative catalogues early next month, and there seems every reason to believe that the demand will be improved.

High Cost of Building

The housing question is assuming growing seriousness in New South Wales. Beyond all question housing accommodation is utterly inadequate. Of course the chief cause is the dearthness of houses. Wages and the cost of building materials have risen so enormously, and Government restrictions with regard to rents especially are so onerous and far-reaching, that capitalists are avoiding the erection of houses and seeking better returns for their money in other directions.

TRADE NOTES FROM CHINA

TRADE COMMISSIONER J. W. ROSS

Customs Revenue for 1921

Shanghai, February 1, 1921.—Advance reports from the Statistical Secretary of Chinese Maritime Customs contain the pleasing announcement that the customs revenue for 1920 had constituted a record over the collections of any previous year, and amounted to Hk. Tls. 49,500,000, which at an average exchange of 6s. 9½d. is the equivalent of £16,800,000, or at the normal rate of dollar exchange \$84,000,000 Canadian currency. This represents an increase of Hk. Tls. 3,500,000 over the collections of any previous year, the increase in sterling amounting to £2,200,000, or \$11,000,000 Canadian currency. Many ports show an increase, the principal being Dairen (Hk. Tls. 4,900,000), Tientsin (Hk. Tls. 5,500,000), Tsingtao (Hk. Tls. 1,600,000), Shanghai (Hk. Tls. 18,800,000), and Canton (Hk. Tls. 2,500,000).

This result is another direct evidence of the vitality of Chinese foreign trade, for notwithstanding the fact that for the past six months—due mainly to the fall in the value of silver, and also to a general falling market in all commodities—China's overseas trade actually shows an increase over any of the prosperous war years, as shown by the increased returns in revenue of the foreign customs, later returns also show that the revenue of the Salt Gabelle also increased, the total revenue for 1920 being \$90,000,000 Mexican, which is 10 per cent in advance of any previous year. All foreign obligations and loans secured upon both revenues were fully met, and in the case of the customs service Tls. 23,000,000 were handed over to the Central Government.

Foreign Population in Shanghai

A quinquennial census of the two foreign settlements which go to make up the great commercial port of Shanghai has recently been completed, with the following result. Nationals of twenty-four countries reside in both the International settlement and the French concession. The following figures show the total for Shanghai, exclusive of the Chinese city, of nationalities represented in both foreign settlements: Japanese, 10,521; British, 6,385; American, 2,813; Russian, 1,476; Portuguese, 1,382; Indian, 962; French, 846; German, 289; Danish, 248; Italian, 226; Spanish, 193; Norwegian, 132; Swiss, 120; Dutch, 114; Swedish, 110; Polish, 107; Greek, 93; Czechoslovak, 70; Belgian, 73; Roumanian, 60; Estonian, 53; Armenian, 14; Persian, 11; Austrian, 9. The foreign population is thus distributed: International settlement, 23,307; French concession, 3,562; a total of 26,869. The Chinese population of the International settlement is shown to be 750,000, but including the large floating and river population probably 1,000,000 would be nearer the correct number.

American Activity in China

The outstanding feature of the foreign trade of China at the present time is the activity shown by our American friends and the large share of the general total which they are securing. The United States has now taken second place in the trade of China in both imports and exports, being exceeded only by Japan in the volume of business transactions. It may also be stated that the activities and enterprise shown by American manufacturers and merchants both at home and in this country, and in addition the great assistance rendered them by their Government in the way of special investigation of sources of commodities and trade and general information upon production, transportation, and other subjects compiled by a number of leading experts specially sent to this country, goes to show that American enterprise is in no manner to be relaxed in the future. The results shown have not come to them without

effort, but are due to a full understanding of the immense importance of the China markets, both in the consumption of foreign goods and also as the source of valuable raw material. Hundreds of American commercial travellers have been thoroughly exploiting the markets of the Far East ever since the war came to an end; they come and go and return again, but invariably sell goods on every visit. In addition to this, many new American firms have recently established themselves in China, the great majority of which are either branches or subsidiaries of established American concerns or have working connections with business houses in the United States. American banks before the war numbered only one, but six are now established—a number equal to that of Japan and twice that of any other foreign nation.

United States Trade with China, 1919

The total trade of the United States with China in 1919 reached to the high value of Hk. Tls. 211,355,000, which at the average rate of exchange for the year (\$1.39 gold) was \$293,783,000 United States currency. Of this huge trade, Tls. 110,237,000 or \$153,229,000 U.S.C. represented exports to China, and Tls. 101,118,000 or \$140,784,000 U.S.C. were imports from China. Of the commodities exported from the United States to China in that year in gold values, the following are the chief:—

Kerosene oil.. . . .	G.\$ 43,507,000	Locomotives.. . . .	G.\$ 7,575,500
Cigarettes.. . . .	21,774,000	General machinery.. . . .	9,792,550
Leather.. . . .	959,100	Hardware.. . . .	4,823,300
Electrical material and machinery.. . . .	2,254,580	Metals.. . . .	1,580,847
Raw cotton.. . . .	1,918,200	Iron and steel.. . . .	17,272,140
Cotton textiles.. . . .	5,532,200	Railway material.. . . .	1,088,370
Paper and cardboard.. . . .	3,387,430	Motor cars.. . . .	1,946,000
		Timber—softwood.. . . .	2,620,984

Imports from China consisted of native raw products of which the following are the chief in value:—

Raw silk.. . . .	G.\$ 45,308,252	Eggs and egg products.. . . .	G.\$ 10,526,470
Raw cotton.. . . .	4,170,000	Laces and hair nets.. . . .	2,354,104
Hides and skins.. . . .	16,307,897	Wood oil.. . . .	5,699,000
Bristles.. . . .	2,317,130	Bean oil.. . . .	8,804,899
Furs.. . . .	2,113,495	Ground nut oil.. . . .	5,261,150
Tea.. . . .	5,236,964	Cotton seed oil.. . . .	1,576,955
Antimony.. . . .	521,250		

Seattle and the China Trade

A feature of the expanding trade of the United States with China is the wonderful progress which has marked the development of the port of Seattle, and the large share of the trade with Far Eastern countries which is being attracted to that port. Seattle's trade with China alone, in 1919, reached the high figure of gold \$99,500,000, having attained to that volume from a trade of only gold \$17,250,000 in 1915. There must be some sound reasons for this remarkable growth within a few years and it would seem that these should be sought out and studied by those responsible for the efficiency of rival ports on the Pacific. Seattle has been able to attract the bulk of the immense vegetable oil cargoes which enter the United States from Asiatic countries, and we understand special arrangements for storage and handling have been adopted. The same applies to silk, tea, rubber, tin, rice, antimony, ground nuts, raw cotton, and other Asiatic products, which trade without any doubt is bound to show great expansion. The chief reason for the great success of Seattle as a shipping port is probably to be found in the progressiveness of its traders, of which the following newspaper cutting bears witness:—

“The Foreign Trade Bureau of the Seattle Chamber of Commerce is inaugurating a China Advisory Council and 600 business men of the city will be invited to take part. These men are interested in foreign trade. The chamber will organize similar councils to deal with trade with Japan, and others for the Philippines, Straits Settlements, Indo-China, Australia and New Zealand.”

Industrial Development in North China

Tientsin, the chief trading port of North China, is rapidly becoming an important industrial centre. In addition to the several manufacturing concerns which have been in operation there for a number of years, consisting of cotton and flour mills, distilleries, engineering plants, etc., a number of new mills are at present under construction. The Heng Yuen Cotton Weaving Co. is putting up a mill with 200 looms and 10,000 spindles, at a cost of \$900,000, to manufacture sheetings, drills, and heavy canvas. The Yuan Textile Co. is erecting an extension for 21,000 spindles to its existing plant of 25,000 spindles. The Wahsing Cotton Spinning Mill began operations with 25,000 spindles at the close of 1918, and other mills are negotiating for the installation of 54,000 spindles at a cost of about \$3,000,000. All these mills will use electric power from their own plants, and the machinery has already been purchased in the United States. A large cotton mill is also under way at Tsinanfu and another at Mikden. A new large flour mill of the latest model is also being erected at Tientsin and another at Tsinanfu in Shantung province. All of the above are entirely financed and will be managed by Chinese. The Kailan Mining Administration (British and Chinese) are establishing smelting works at Chingwantao, and will soon be turning out pig-iron. The Tientsin carpet industry is still active, and with the lower value of Chinese money, due to the fall in silver, this trade should increase. (Tientsin hand-made carpets to the value of over \$1,000,000 gold were exported to the United States in 1919.) One hundred miles of roads are being built in Shantung province to give work to the people of the famine area.

Business Competition in China

The constantly increasing demand for foreign manufactures which exists to-day in China, and which will further increase with the development of the country, is claiming the keenest attention from at least two of the great trading nations of the world—the United States and Japan—with Great Britain not far behind. This, with the growing attention being given to the possibilities of the China market by the smaller trading nations of Europe—France, Belgium, and Italy, not to omit the possible and probable return of Germany—points to a struggle in which every factor making for success will require to be employed by each competitor. In former years much stress was placed upon spheres of influence and special national privileges enjoyed by certain foreign countries in their trade with China, but to-day this has largely passed away. With so many rivals in the commercial field, favours cannot be shown to one competitor by the Chinese Government without calling down upon it the censure of all the others. With a market thus practically wide open to all comers, it should not be necessary to point out what are the means most likely to produce results in selling goods in this market, but a few essentials may be stated. First, a knowledge of China and its chief markets and the class of goods required, and the methods upon which business is conducted in this market; these can be best obtained by a visit to this country. Second, efficient salesmanship by personal representatives carrying a full line of samples. Third, fullest co-operation and assistance by manufacturers at home with their representatives in this market. This applies specially to packing and shipping of cargo; early delivery of goods, even if the home market for the time being should be neglected; lowest possible quotation of prices, bearing in mind the keen competition which their salesmen are up against by the products of other countries; and in supplying goods faithfully to the minutest specifications. If these requirements are acted upon and the salesmen sent out are efficient, goods can always be sold.

German Trade with the Far East

Regular sailings of Japanese steamers from Japanese ports to Hamburg have been made during the whole of 1920. The first sailings carried very little cargo from

Japan, but the amount has recently been increasing and now a fair volume is carried on each trip. Between Java and other Dutch India ports where these steamers call, and Hamburg and return, there are considerable consignments. According to the German press, shipments of goods to China for the first five months of last year consisted of 2,900 bales of newsprint, 400 bales of printing paper, 6,800 dozen buttons, 22,900 packets of needles, 1,900 clocks, 520 dozen steel and iron goods, and 12,000 bottles of beer. Chinese exports to Germany during the same period included 7 tons of eggs, 6 tons tobacco, 33 tons of hides, 2,450 goat skins, 20 tons camels' hair, 50 tons sheep's wool, 70 tons wood oil, 1,680 tons oil seeds, 13 tons cotton seed, 1 ton linseed, 30 tons hemp, 425 tons white beans, and 45 tons raw cotton. From Java the shipments included 4,350 tons of copra for making margarine, besides a large quantity of coffee, and rubber and other Java products.

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

IX

The Mexican Markets

The Canadian exporter interested in Mexico should differentiate between the two entirely different markets presented by the peasant classes on the one hand, constituting at least 75 per cent of the total population, and the employing and managerial classes on the other hand.

The former class inhabits bare adobe huts, wears flimsy cotton clothing made in Mexico, and has lived for centuries chiefly on chiles and tortillas (corn pancakes). This class seldom earn more than 50 cents a day in rural districts and may earn as high as three or four dollars a day as skilled labour in the cities and mines. In recent years, however, the wants of the industrial workers of Mexico have developed considerably, and they are requiring every day more of the amenities of civilization. Many of those who used to wear only sandals, a cotton shirt and pantaloons, and sombrero, are now buying shoes and ready-made suits, furniture for their houses, and imported foodstuffs. Goods exported for consumption by this class must, above all things, be cheap, and if possible attractive to the eye. It would be perfectly useless trying to market amongst these people a high-priced article put up in a drab-coloured package. One has only to stroll among the selling booths in any Mexican town on a feast day to realize that the average Mexican peasant is attracted to goods first by their gaudy colours and then by their cheapness. The péon, whether he is fifteen or fifty years of age, is a child—a care-free, irresponsible, and often lovable child. One feast day the writer spent a most amusing hour or two in a market street of a city of Western Mexico, watching Mexicans of both sexes and of all ages buying noisy whistles and gaudy toys, and old greybeards shuffling seriously along rattling with apparent satisfaction the latest novelties in noise producers.

The bulk of Mexican imports, however, is bought by the employing classes. Machinery and industrial supplies constitute a large percentage of Mexico's annual imports, while the 3,000,000 white residents make extensive purchases of imported textiles, foodstuffs, and domestic supplies. This class is able to pay for the best that money can buy, and quality is more of a consideration than price.

FOODSTUFFS

Fish Foods.—The Mexicans are unlike other Latin Americans in that they are not large consumers of fish—whether fresh, dried, or canned. Codfish and rice, which bulk so largely in the diets of other Latin Americans, do not find so much favour with

the Mexican. In the fiscal year ended 1913 Mexican Government statistics give the value of all dried or salted meats and fish imported into the country at only \$153,000. Cuba, for example, with less than a fifth of Mexico's population, imports codfish close to the value of three or four million dollars annually. Mexico's official import statistics do not differentiate between preserved or canned fish and preserved or canned meats, but include both under the heading of alimentary animal products. In 1913, however, Mexico imported dried codfish from Norway to the value of some \$28,000, and canned fish foods during the same year from that country to the value of about \$60,000. The value of Canada's exports of dry salt codfish to Mexico in 1912 was \$4,000 and in 1918 only \$508. In the fiscal year 1910 Mexico bought in Canada 4,784 barrels of pickled herrings valued at \$16,744, but in recent years this item appears for only very insignificant amounts. Canada's small fish trade with Mexico appears to have dropped away entirely after 1911, until about 1919. For the fiscal year 1920 the Dominion Bureau of Statistics report over \$70,000 worth of Canadian canned salmon going to Mexico. Canned foods are usually bought by the large Spanish houses in Mexico City, who resell to the small retailers. There should not be more than two dozen tins to a box, as these boxes must often be transported long distances on mule back. Goods from British Columbia generally enter Mexico by the Pacific ports of Mazatlan or Manzanillo or may travel by rail via El Paso, Texas. Eastern provinces goods should be sent by water to Tampico, Vera Cruz, and Merida. Care must be taken in shipping perishable goods, particularly during the summer season, to ports like Vera Cruz, as the hot weather plays havoc with such goods delayed in a congested port.

Canned Salmon.—Very recently canned salmon has met with a much better market in Mexico, and large shipments of the Pacific Coast variety, both American and Canadian, have been disposed of. The Mexican seems to have taken fondly to canned salmon, but he wants only pink-fleshed fish; the pale-coloured variety seems to make no appeal whatever. He also wants to see English on the labels, as he often connects Spanish with an inferior imitation prepared in Spain. The labels should be highly coloured, with illustrations of pink-tinted salmon, and printed on them something like "PINK CANADIAN SALMON." The American salmon packers are now directly represented in Mexico City.

Exports of American salmon to Mexico have grown from a value of \$52,345 during the ten months ending October, 1918, to \$471,511 for the same period of 1920. Canadian packers would be able to get a much larger share of Mexico's canned salmon business if they were not content to let San Francisco handle all their Mexican business.

Sardines.—After salmon, the sardine is probably the most popular canned fish with the Mexican. Spanish and Norwegian sardines have been entering Mexico; but the Norwegian is proving almost too expensive. An experienced foodstuffs importer in Mexico City was of the opinion that the canneries that prepared pilchards in oil or tomatoes in flat 1-pound tins marked and sold as sardines could develop an extensive market in Mexico, providing their cost was not more than about 75 per cent of the cost of Norwegian sardines.

Codfish.—Mexico's consumption of codfish has been very small—probably not more than \$50,000 annually—and nearly all of this has been Norwegian. Any codfish shipped to Mexico from Canada should arrive during the winter season. Such a perishable commodity cannot stand the trying heat of the Mexican ports for very long. Norwegian fish is, as a rule, harder cured than the Canadian variety, and can survive hot weather better, but the Norwegian shippers always try to arrange for winter delivery to congested tropical ports. A fish importer in Mexico was of the opinion that the best time to ship codfish to Mexico was about November or December in time for distribution to the winter trade of the Republic.

Other Fish.—Mexico imports small quantities of other dried and canned fish such as pickled herrings, mackerel, and canned lobster. In 1910, pickled herrings to the value of \$16,744 reached Mexico, and canned lobsters to the value of \$1,261. Any cheap canned fish highly seasoned will find a ready market in Mexico. The Mexican consumes with great relish hot peppery foods that the average Canadian couldn't swallow. The writer is of the opinion that if Canadian canning interests could put on the Mexican market any highly seasoned canned fish—even whale meat—at a low price, a very large market could be built up.

BREADSTUFFS

Wheat.—Mexico imports some small quantities of wheat, but no specific mention is made of wheat in Mexican import statistics, neither do the United States export statistics make any mention of wheat exports to Mexico. The Dominion Bureau of Statistics, however, show that for 1911 585,854 bushels of Canadian wheat valued at \$624,847 were exported to Mexico; in 1912, 49,220 bushels valued at \$47,296. Since 1912, there have been no records of Canadian wheat going to Mexico. Some hard wheat is required in Mexico for the limited flour industry.

Barley Malt.—In 1913, according to Mexican statistics, Mexico imported for her brewing industry barley malt to the value of \$150,000. This is probably incorrect, as Canadian statistics give \$148,194 as the value of Canadian barley malt exported to Mexico in 1912. This export trade fell away to \$58,463 in 1913, and to \$21,755 in 1914, the last year showing any Canadian barley malt going to Mexico.

Corn.—When Mexico's corn crop runs a little short, corn is imported from the United States. According to *United States Commerce Reports*, American corn exports to Mexico for the ten months ending October, 1918, were valued at \$5,518,658; 1919, \$213,763; and 1920, \$448,295.

Other Grains.—Very limited quantities of oats and rye are imported into Mexico—a few thousand bushels a year probably.

Wheat Flour.—Much of the flour used in Mexico for bread-making must be imported. Mexican wheat does not make good flour, unless mixed with hard northern wheat. In any case, the best Mexican bakers prefer imported flour. Mexico imports practically all her flour from the United States. The *United States Commerce Reports* give the value of this trade for the first ten months of 1919 as \$5,060,245; and of 1920 as \$2,425,526. There is a good market in Mexico for Canadian flour, and Mexican bakers would be glad to use it, if they could get it for the same price as American and with reasonable delivery.

Biscuits and Confectionery.—English and American biscuits divide the Mexican market. In 1913 about \$80,000 worth of biscuits were imported into Mexico. This year English biscuits are selling very well.

In confectionery, the Mexicans have always been fond of Swiss, French and Spanish sweets. Recently, however, advertised American sweets and chewing gums have experienced a rapidly developing market. Every Mexican has a sweet tooth, particularly when rich, heavy sweets are put up in attractive packages at low prices.

Prepared Foods.—Increased quantities of American breakfast and prepared foods are being consumed in Mexico, not only by the foreigners in the country, but by many Mexican city dwellers.

MEATS AND PROVISIONS

Canned Meats.—Mexico's total importations of canned meats for 1913 amounted in value to 2,658,182 pesos (Mexican statistics), about half of which were American and most of the rest Spanish.

Hog Products.—Like other Latin Americans, the Mexicans are large consumers of lard, their imports from the United States for the first ten months of 1920 being valued at nearly \$3,800,000, with lard compounds or substitutes amounting to over a million dollars more. During the same period, cured hams to the value of nearly \$300,000 were imported from the United States. More than 99 per cent of Mexico's imports of hog products come from the large American packing houses.

Butter.—Much imported butter, chiefly American and Danish, is consumed in the tropical coastal regions of Mexico. Butter imports from the United States have increased in value from \$131,000 for the first ten months of 1918 to \$434,000 for the corresponding period of 1920. Danish butter, which constituted about 30 per cent of Mexico's butter imports in 1913, disappeared off this market during the war, but this year it is reappearing and bids fair to become a formidable competitor. Canned butter of the very first quality will find a very good market in Mexico.

Cheese.—In prewar times, Mexico imported about \$300,000 worth of cheese annually, chiefly from Holland. For the first ten months of 1920, American cheese to the value of \$315,419 was imported by Mexico. A good cream cheese put up in jars would find a ready sale all over Mexico, particularly in the coastal regions, the oilfields and mining camps. A good market is waiting here for the enterprising cream cheese manufacturer.

Condensed Milk.—The demand for condensed and powdered milk has increased enormously within the last two years. In October, 1919, about \$30,000 worth of American condensed milk went to Mexico; in October of 1920, Mexico imported condensed milk from the United States to the value of \$321,000, or over ten times that of the corresponding month of the previous year. The total for the first ten months of 1920 was \$1,050,000 as compared with \$348,000 for the previous year. This increase is explained by the rapidly increasing population in the oilfields and mining camps where fresh milk usually cannot be obtained.

Fruits and Vegetables.—Mexican imports of American canned fruits and vegetables are increasing in the same ratio as the imports of condensed milk, and for the same reason the "Del Monte" California brand has been pushed extensively within the last year or two and its sales have increased many times in volume. Peaches, pears, and cherries, asparagus and peas are said to be the best sellers in Mexico. There is no reason why Canadian canned fruits and vegetables, particularly British Columbian, could not get a foothold in this market. Mexico also bought over \$200,000 worth of American fresh apples in 1920. With direct communication to Western Mexican ports, British Columbia could get a share of this boxed-apple trade.

In conclusion, Mexico now buys yearly from the United States between ten and fifteen million dollars' worth of the sort of foodstuffs which Canada could supply and which Canada is supplying to other countries. During the fiscal year 1920, Canada sold to Mexico less than \$75,000 of foodstuffs, of which \$70,000 represented canned salmon. In spite of Canada's agricultural wealth, she sold Mexico only some \$4,000 worth of agricultural produce, when the United States was selling her millions in the course of a year.

INCREASED ITALIAN SURTAXES

According to a cablegram from Assistant Trade Commissioner A. A. Osborne, Rome, under date of February 19, 1921, published in the *United States Commerce Reports*, Italian import duties when paid in paper instead of gold will be subject to a surtax of 300 per cent, effective February 17, 1921.

FIFTH SWISS TRADE EXHIBITION IN BASLE, SWITZERLAND

The Swiss Consul General of Canada writes that the coming fifth Swiss trade exhibition will be held in Basle (Switzerland) from the 16th to the 26th of April, 1921. The object of the exhibition is to promote the sale of Swiss products on the home and foreign markets. The promoters further desire to pave the way for the resumption of Switzerland's international economic relations. The exhibition is strictly national in its character. Both in the case of the present organization and throughout the whole of its development the exhibition has always maintained its Swiss character.

Visitors are recommended to obtain their passports and the necessary visées in good time. For this purpose as well as for all other information they should apply to the nearest Swiss Consulate in Canada. These are located in Montreal, Toronto, Winnipeg, and Vancouver.

Basle has been famous for its fairs ever since the fifteenth century, and the annual Swiss trade exhibition is only carrying on ancient traditions. The city holds a privileged position in being one of the centres of Europe of the principal international railway lines. It is the only town in Switzerland which has a commercial harbour on the Rhine, and thus possesses a direct outlet to the North sea and a close link with the British Isles.

The illustration on the front page of this number of the *Weekly Bulletin* gives a view of Basle.

WHAT SPAIN'S ADVERSE TRADE BALANCE MEANS

Spain, which a year ago was exporting to a larger value than it was importing, has now reversed the balance, says the *British Export Gazette*. The total imports for last year are estimated at £55,000,000, the exports at £41,000,000. That means an unfavourable balance of £14,000,000, as compared with a favourable one of £12,000,000 in 1919. Against this, however, is to be set the increasing industrial activity of the country, which is largely responsible for the advancing purchasing capacity of the Spanish people. Very heavy Government contracts are also being given out in connection with railway construction, and further orders of similar character are in prospect. Spain is, moreover, demanding an ever-increasing quantity of machinery for her industries, for at present she cannot make anything like sufficient for herself. Looked at broadly, therefore, the adverse trade balance is not to be taken too seriously, for we are convinced that in a large measure it is merely symptomatic of Spain's economic advance, and is a healthy promise of further trade expansion.

GERMAN PAPER REPLACING JUTE FOR SACK BAGS

During the war a good deal was heard of the fact that the Germans were using paper bandages for dressing their wounded, says a correspondent of the *Manchester Guardian Commercial*. Many of our own soldiers testified to the excellence of these bandages and rebutted the suggestion that they were not strong and pliable enough for the purpose. In another connection commercial men in London are now beginning to bear similar witness. There are now reaching this country from Germany considerable quantities of sack bags made from paper, and there can be no doubt of the strength and utility of them. I have examined some of the bags and found them clean, well made, and light in weight. They are scarcely distinguishable from jute sacks, and such differences as are noticeable are in favour of the paper-made variety.

TRADE CONDITIONS IN SOUTH AFRICA

The general managers of the Standard Bank of South Africa supply the following information regarding trade conditions throughout the Union:—

The monetary position is unchanged and is unlikely to become easier until there has been a demobilization of banking funds in produce and merchandise. At present trade is restricted in all departments. Manufacturing industries are experiencing a set-back and unemployment is increasing.

Supplies of agricultural implements are adequate and business is extremely quiet. The market for mining material has been affected by the large quantities of second-hand goods available. Stocks of fencing material, galvanized iron, and timber are heavy and are being offered below cost. Prices for hardware and electrical goods are well maintained.

The position as regards soft goods is causing anxiety, for while stocks are heavy, business is at a standstill and factory prices are declining rapidly.

The balance of trade against South Africa for 1920 is estimated at £10,000,000, after allowing for the gold premium, which is not included in the value of exports.

The cost of living index figure for December was 1,722, as compared with the average of 1,405 for 1919.

The grape crop is exceptionally good. The coming citrus crop, which promised well, has been severely damaged by excessive heat. The successes scored by local wines on exhibition in London augur well for the success of the negotiations for the development of the export trade. A record vintage is expected. The latest estimate of the sugar crop is 143,000 tons. The climatic conditions are favourable to the crop being reaped in May. The tobacco crop is estimated at 8,897,200 pounds, showing a decline of 5,300,000 pounds compared with last season, owing to adverse weather conditions.

Trade is slack in Rhodesia. Copious rains, however, have fallen in many districts and planting has been completed under promising conditions.

Trade in Nyasaland is declining. The prospects of the tobacco crop are normal.

In East Africa improvement in trade is dependent upon a resumption of European demand for raw materials.

PROPOSED INCREASE IN CHILEAN IMPORT DUTIES

According to a cablegram from Santiago, under date of February 21, 1921, published in the *United States Commerce Reports*, a bill will probably be passed within a few days raising the Chilean import duties from 50 to 200 per cent above those in force at present. The higher increases will apply to articles of luxury. These increases will not apply to foodstuffs, industrial and mining machinery, or automobile tires. The bill will probably become effective immediately upon publication, following approval.

QUOTATIONS IN CANADIAN CURRENCY

Mr. H. A. Chisholm, Canadian Trade Commissioner at Havana, Cuba, writes under date February 17, 1921, drawing attention to the fact that two instances have recently been brought to his notice of Canadian firms quoting prices on goods for delivery at Havana which would appear to be purposely misleading. Two firms, it is stated, made quotations c.i.f. Havana, but did not state whether these terms were in Canadian or American currency, which the purchasers took for granted would be in Canadian funds. After the purchases were completed, the consignees were informed that payment was expected to be made in United States currency. Mr. Chisholm lays emphasis on the point that Canadian exporters should preferably quote in Canadian funds; that where quotations are made in United States currency, this fact should be clearly stated; and that in no case should purchasers be left in any dubiety as to whether it is in Canadian or United States funds on which quotations are made.

SUMMARY OF THE TRADE OF CANADA: MONTH, TEN MONTHS, AND TWELVE MONTHS ENDING JANUARY, 1921

(Compiled by External Trade Division, Dominion Bureau of Statistics)

Main Groups	Month of January, 1921			Ten Months ending January, 1921			Twelve Months ending January, 1921		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
<i>Imports for Consumption</i>									
Vegetable Products.....	\$15,817,894	3,359,759	\$7,100,305	\$212,496,107	\$26,527,343	\$99,373,036	\$269,185,780	\$33,615,205	\$128,003,833
Animal Products.....	3,655,049	207,584	2,759,838	53,447,462	4,813,901	36,242,649	71,760,280	6,156,321	50,327,414
Fibres and Textile Products.....	9,948,817	4,237,810	4,096,819	220,788,090	102,458,304	91,817,500	58,842,017	127,206,047	119,299,268
Wood, Wood Products and Paper.....	3,729,680	237,310	3,079,865	50,368,570	2,659,957	46,020,224	58,842,017	2,967,276	53,935,159
Iron and its Products.....	14,164,624	1,333,353	12,762,818	216,329,422	14,624,623	199,916,169	233,798,903	16,046,210	235,864,137
Non-ferrous Metal Products.....	2,822,680	262,218	2,389,918	48,922,337	6,127,093	40,035,554	60,042,619	6,964,189	50,030,809
Non-metallic Mineral Products.....	16,272,555	492,101	15,129,706	177,213,100	7,988,498	162,367,308	198,827,099	9,362,025	181,334,116
Chemicals and Allied Products.....	1,693,329	251,478	1,212,640	32,167,308	5,556,007	23,866,386	38,278,257	6,474,230	28,552,223
All other Commodities.....	4,147,942	848,117	3,012,950	63,853,724	15,050,481	44,086,848	74,446,833	17,456,602	51,577,716
Total Imports, 1921.....	72,252,223	11,215,762	51,844,857	1,075,587,720	185,806,207	743,726,156	1,305,593,895	226,248,505	898,984,675
1920.....	103,579,349	16,446,451	74,486,007	834,521,948	85,920,233	645,838,799	970,779,210	97,396,449	754,652,222
1919.....	73,813,752	6,709,200	59,431,432	783,454,443	61,553,902	641,389,601	923,121,048	73,888,904	753,146,209
<i>Exports (Canadian Produce)</i>									
Vegetable Products.....	\$37,724,438	\$17,791,955	\$10,987,813	\$427,377,108	\$121,506,257	\$127,248,731	\$481,890,699	\$148,579,463	\$135,910,154
Animal Products.....	13,379,801	8,015,269	4,026,642	169,918,187	83,544,839	67,004,305	205,777,278	95,657,223	92,907,120
Fibres and Textile Products.....	2,630,526	54,580	796,506	17,111,091	2,466,907	6,120,382	22,453,653	2,992,593	7,416,761
Wood, Wood Products and Paper.....	15,672,698	998,000	12,267,125	249,747,113	34,565,530	188,954,541	289,540,973	39,503,625	219,813,069
Iron and its Products.....	4,635,564	1,161,240	1,610,371	68,657,207	16,503,516	18,798,564	81,933,612	19,163,638	23,279,333
Non-ferrous Metal Products.....	2,353,880	397,411	1,610,371	40,447,435	8,893,304	26,379,649	52,618,017	10,335,660	35,449,692
Non-metallic Mineral Products.....	2,893,161	209,089	1,191,999	35,804,372	2,696,876	19,658,284	40,467,687	3,310,172	22,408,231
Chemicals and Allied Products.....	2,846,748	115,172	589,076	16,702,885	3,150,564	9,256,138	20,695,358	3,943,727	11,433,501
All other Commodities.....	776,200	143,940	513,047	30,068,047	6,704,381	11,314,090	40,244,307	8,577,619	12,904,583
Total Exports, 1921.....	80,912,816	28,886,656	32,490,302	1,055,833,535	280,032,374	474,734,684	1,235,621,584	332,063,720	551,592,444
1920.....	117,948,674	37,991,387	40,924,597	1,059,704,049	437,121,291	387,240,423	1,242,585,893	510,042,555	456,683,481
1919.....	116,858,387	55,985,436	38,836,260	1,033,561,962	467,929,713	385,430,112	1,219,778,566	567,040,790	445,337,307
<i>Exports (Foreign Produce)</i>									
Totals, 1921.....	1,021,042	115,835	815,476	18,811,519	1,243,104	16,340,799	27,599,817	1,867,918	94,233,238
1920.....	3,668,927	296,682	2,653,418	38,378,313	6,182,667	29,209,495	48,427,294	7,245,209	37,705,594
1919.....	8,976,369	3,889,135	2,391,339	42,272,498	18,923,597	14,306,290	49,539,778	20,862,437	19,811,704

TENDERS INVITED

South African Railways and Harbours: Grain Elevators, Cape Town

Mr. P. W. Ward, Assistant Trade Commissioner, sends under date January 28, the following advertisement for tenders for grain elevators:—

Tenders are invited for the construction of—

- (a) One terminal grain elevator at Cape Town, capacity 30,000 Colonial tons;
- (b) One terminal grain elevator at Durban, capacity 42,000 Colonial tons;
- (c) Seventeen country elevators, ranging in capacity from 3,000 to 5,800 Colonial tons;
- (d) Seventeen country elevators, ranging in capacity from 1,800 to 2,600 Colonial tons.

In the preliminary advertisement it was notified that contractors who desired to obtain a set of the drawings and documents forming the basis of tenders must notify the High Commissioner for the Union of South Africa in London immediately.

The requisite number of complete copies of drawings and documents is now available and obtainable by those contractors who lodged the necessary notices. Any other contractors desiring copies will be supplied as early as possible after notification of their requirements.

A deposit of £100 is required for a complete set of drawings and documents covering the terminal elevators at Cape Town and Durban, and a similar deposit of £20 is required for the drawings and documents for the country elevators.

Of the required deposits 20 per cent must be paid on making requisition for copies of the contract drawings and documents and the balance when these are handed over.

Contractors submitting bona fide tenders and returning therewith all the drawings and documents will be entitled to a refund in full of the above deposits.

Tenders, whether submitted by South African firms or by firms operating elsewhere, must be lodged at the office of the High Commissioner for the Union of South Africa, 32 Victoria street, London, S.W., by noon on Monday, the 2nd of May, 1921.

The Administration does not bind itself to accept the lowest or any tender.

Johannesburg, 10th January, 1921.

MARKET FOR SHOES AND LEATHER IN ALEXANDRIA, EGYPT

According to a report from Vice-Consul George Wadsworth, of Alexandria, Egypt, published in the *United States Commerce Reports*, there is ordinarily a good market at that place for American shoes with round toes and short vamps. There is also a good market for upper leather (vici, patent, glazed, and white kid for fancy shoes). However, samples of uppers are absolutely essential in order to get sales, and quotations should preferably be c.i.f. Alexandria. Egyptian imports of heavy and light leathers, boots and shoes, etc., during the first nine months of 1919 and 1920 were valued at \$2,452,000 and \$5,523,500, respectively (values being converted at normal rate of exchange, 20.23 piasters to the dollar). This trade was chiefly with the United States, France, Italy, Switzerland, and the United Kingdom.

There is no demand in Egypt for sole leather, as it is made locally. The local product is inferior in quality to American leather and the price is much lower. The annual production of shoes at Alexandria is said to be 310,000 pairs, not including shoes made to order.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 2, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 2; those for the week ending February 23 are also given for the sake of comparison:—

	Parity.	Week ending February 23, 1921.	Week ending March 2, 1921.
Britain f	1.00	\$4.86	\$4.4203
France Fr.		.193	.0823
Italy Lira		.193	.0417
Holland Florin		.402	.3904
Belgium Fr.		.193	.0860
Spain Pes.		.193	.1596
Portugal Esc.	1.08	.1140	.1038
Switzerland Fr.	.193	.1890	.1894
Germany Mk.	.235	.0188	.0181
Greece Dr.	.193	.0912	.0851
Norway Kr.	.268	.1995	.1889
Sweden Kr.	.268	.2547	.2539
Denmark Kr.	.268	.2069	.1992
Japan Yen	.498	.5529	.5513
India R.	2s.	.3106	.2996
United States \$	\$1.00	1.1400	1.1415
Argentina Pes.	.965	.9077	.9046
Brazil Mil.	.4850	.1852	.1797
Roumania Lei	.193	.0160	.0156
Jamaica £	4.86	4.4460	4.452
Barbados \$	1.	.91½ - .94½	.92 - .94½
British Guiana \$	1.	.91½ - .94½	.92 - .94½
Trinidad \$	1.	.91½ - .94½	.92 - .94½
Dominica \$	1.	.91½ - .94½	.92 - .94½
Grenada \$	1.	.91½ - .94½	.92 - .94½
St. Kitts \$	1.	.91½ - .94½	.92 - .94½
St. Lucia \$	1.	.91½ - .94½	.92 - .94½
St. Vincent \$	1.	.91½ - .94½	.92 - .94½
Tobago \$	1.	.91½ - .94½	.92 - .94½

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, AND KITCHENER MANUFACTURERS' ASSOCIATION.

Food Products

2770. **Wheat flour.**—A London firm interested in the export of wheat flour to the Continent of Europe wish to get into touch with milling firms in Canada able to quote.

2771. **Evaporated apples, canned lobsters, and rolled oats.**—A London firm of brokers wish to secure the selling agency of Canadian packers of evaporated apples

and apple rings, and canned lobsters, and millers of rolled oats and oatmeal, of which they claim they can sell large quantities.

2772. **Flour.**—A London firm wish to get into touch with Canadian flour millers in a position to export to European countries.

2773. **Wheat semolina.**—A Liverpool firm ask to be placed in touch with exporters of wheat.

2774. **Barley.**—A Liverpool firm ask to be placed in touch with exporters of barley.

2775. **Rolled oats.**—A Liverpool firm ask to be placed in touch with exporters of rolled oats.

2776. **Rye and rye flour.**—A Liverpool firm ask to be placed in touch with exporters of rye and rye flour.

2777. **Canned lobsters.**—A Swedish firm desire to secure an agency for canned lobsters.

2778. **Canned salmon.**—Branch office of British firm in Brussels require large quantities of red and pink salmon in cases of 48 1-pound tins. Quotations c.i.f. Trieste, cash against documents, Brussels.

2779. **Flour.**—British firm in Brussels require full cargoes of wheat flour for bread-making. C.i.f. Trieste, cash against documents, Brussels.

2780. **Oil cakes.**—British firm in Brussels require linseed oil cakes. C.i.f. English port, cash against documents.

2781. **Apples.**—Antwerp firm desire to receive offers of Canadian Northern Spy and Russet apples.

2782. **Wheat.**—Firm of Italian importers and exporters desire quotations for full cargo of Red No. 2 Canadian wheat or any other wheat of equal quality on following conditions: landed weight, conditions of London contract, London arbitration, payment in London by cheque against shipping documents.

Miscellaneous Products

2783. **Spruce, pine, or basswood strips.**—A Sunderland firm are in the market for the above, 48 inches by $1\frac{1}{2}$ inch by $1\frac{1}{2}$ inch, in bundles of 30.

2784. **Birch squares.**—An English firm ask for offers of the above, $1\frac{1}{2}$ inch by $1\frac{1}{2}$ inch by 3 inches and $\frac{3}{4}$ inch by $\frac{3}{4}$ inch by 3 inches, in bundles.

2785. **Sporting goods.**—A London firm would be glad to hear from Canadian manufacturers of sporting goods generally, such as lacrosse, tennis, and other supplies.

2786. **Beer for Panama.**—A reliable firm of importers in Colon, Panama, desire to secure a connection with a Canadian brewery with a view to importing beer from Canada to Panama.

2787. **Products.**—A reliable firm of importers in Colon, Panama, wish to hear from Canadian manufacturers who are prepared to export the following products: canned salmon, carbide of calcium, paper of all qualities, dried codfish, jute bags, hessian bags, vegetable oils, spices, teas, etc., and any Canadian produce in general. This company own a number of vessels which are used for coastwise trading in the area covered by them.

2788. **Forwarding agents.**—A firm stocking provisions and groceries in Barbados, with good banking references, and who have lately extended their business, desire to get in touch with a firm of shipping and forwarding agents either in Halifax, St. John, or Toronto, who would be willing to purchase and assemble their various requirements and make periodical shipments on a strictly commission basis and furnish original invoices from purchasers. Terms of shipment to be arranged with the local firm.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Halifax

TO PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Cunard Line, about March 12.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about March 23.

TO BRITISH WEST INDIES.—*Chaudiere*, Royal Mail Steam Packet Company, about March 18.

TO LONDON.—*Roman Prince*, Furness, Withy & Co., about March 3.

TO LIVERPOOL.—*Haverford*, White Star-Dominion Line, about March 14; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about March 18; *Sachem*, Furness, Withy & Co., about March 20 (via Newfoundland); *Cassandra*, Anchor-Donaldson Line, about April 1.

TO MANCHESTER.—*Manchester Corporation*, Furness, Withy & Co., about March 7.

TO ST. JOHN'S (NFLD.).—*Rosalind*, Red Cross Line, about March 9; *Sable I.*, Farquhar & Co., Ltd., about March 15; *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about March 17.

TO HAMBURG, DANZIG, AND LIBAU.—*Gothland*, Red Star Line, about March 28.

TO RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO, AND BUENOS AIRES.—*Canadian Miller*, Canadian Government Merchant Marine, Ltd., about March 20.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Farmer*, Canadian Government Merchant Marine, Ltd., about March 9.

TO HAVANA (CUBA).—*Canadian Adventurer*, Canadian Government Merchant Marine, Ltd., about March 20.

TO GLASGOW.—*Cabotia*, Anchor-Donaldson Line, about March 12; *Canadian Runner*, Canadian Government Merchant Marine, Ltd., about March 14.

From St. John

TO LIVERPOOL.—*Empress of Britain*, C.P.O.S. Line, about March 11; *Canadian Otter*, Canadian Government Merchant Marine, Ltd., about March 12; *Metagama*, C.P.O.S. Line, about March 16; *Empress of France*, C.P.O.S. Line, about March 24.

TO LONDON.—*Canadian Raider*, Canadian Government Merchant Marine, Ltd., about March 10; *Bosworth*, C.P.O.S. Line, about March 18; *Holbrook*, C.P.O.S. Line, about April 5; *Tunisian*, C.P.O.S. Line, about April 18.

TO GLASGOW.—*Pretorian*, C.P.O.S. Line, about April 1; *Sicilian*, C.P.O.S. Line, about April 14.

TO MANCHESTER.—*Manchester Importer*, Manchester Liners, about March 23.

TO SOUTHAMPTON.—*Scandinavian*, C.P.O.S. Line, about April 1; *Corsican*, C.P.O.S. Line, about April 16.

TO BELFAST AND DUBLIN.—*Dunaff Head*, Head Line, about April 5.

TO CARDIFF AND SWANSEA.—*Canadian Raider*, Canadian Government Merchant Marine, Ltd., about March 10.

TO ANTWERP.—*Bosworth*, C.P.O.S. Line, about March 18; *Scandinavian*, C.P.O.S. Line, about April 1; *Holbrook*, C.P.O.S. Line, about April 5; *Corsican*, C.P.O.S. Line, about April 16.

TO ROTTERDAM AND HAMBURG.—*Ramore Head*, Head Line, about March 20.

TO HAVRE.—*Tunisian*, C.P.O.S. Line, about April 18.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO AUSTRALIA AND NEW ZEALAND.—*Canadian Planter*, Canadian Government Merchant Marine, Ltd., about March 14; *Carpentaria*, New Zealand Shipping Company, about March 23.

TO EASTERN AND FAR EASTERN PORTS.—*City of Colombo*, Ellerman-Bucknalls, about March 12; *Hellenes*, Houston Line, about March 25.

TO SOUTH AFRICA.—*Kaduna*, Elder-Dempster & Co., March 15.

From Victoria

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Teucer*, Blue Funnel Line, about March 15.

From Vancouver, B.C.

TO SYDNEY AND MELBOURNE.—*Canadian Skirmisher*, Canadian Government Merchant Marine, Ltd., about March 20.

TO AUCKLAND, WELLINGTON, AND LYTTLETON.—*Canadian Winner*, Canadian Government Merchant Marine, Ltd., about April 15.

TO SINGAPORE, COLOMBO, AND BOMBAY.—*Canadian Traveller*, Canadian Government Merchant Marine, Ltd., about March 30.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Statesman*, Harrison Direct Line, about April 1.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Prospector*, Canadian Government Merchant Marine, Ltd., about March 15.

TO AUSTRALIA AND NEW ZEALAND.—*Makura*, Canadian-Australasian Royal Mail Line, about March 30.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, C.P.O.S. Line, about March 10; *Empress of Asia*, C.P.O.S. Line, about April 28.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about April 19.

TO KARATSU, SHANGHAI, HONG KONG, SINGAPORE, AND MANILA.—*Harold Dollar*, Dollar Line, about March 11.

TO YOKOHAMA AND KOBE.—*Tajima Maru*, Nippon Yusen Kaisha, about March 27.

ORANGE BOX INDUSTRY IN PALESTINE

Orange boxes are made in Jerusalem of lumber usually imported from Roumania and Austria, but recently Norwegian and Swedish lumber has been used, says the *United States Commerce Reports*. Some of this material comes sawed to the sizes required, and some is sawed at Jaffa. The dimensions of the sawed boxes are as follows: length, 68 centimetres (26.77 inches); width, 32 centimetres (12.59 inches); height, 27 centimetres (10.62 inches). One partition is used. The thickness of the ends and partition is 16 millimetres (0.63 inch); thickness of the sides, 8 millimetres (0.314 inch); thickness of tops and bottoms, 7 millimetres (0.27 inch). The box itself weighs about 4½ kilogrammes (10 pounds) and its contents about 33 kilogrammes (72.75 pounds).

Since the Armistice the price of lumber has declined, and still greater reductions are expected, which restricts purchases to immediate requirements. The orange season in Palestine lasts from November to March, and contracts for lumber are made in the summer for delivery in August and September.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner, address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana. Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Can Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighting, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs, 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

E. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil: Bahia, British Consul. Rio de Janeiro, British Consul General.	Mexico: Mexico, British Consul General.
Chile: Valparaiso, British Consul General.	Netherlands: Amsterdam, British Consul.
Colombia: Bogota, British Consul General.	Panama: Colon, British Consul. Panama, British Vice-Consul.
Ecuador: Quito, British Consul General. Guayaquil, British Consul.	Peru: Lima, British Vice-Consul.
Egypt: Alexandria, British Consul General.	Portugal: Lisbon, British Consul.
France: Havre, British Consul General. Marseilles, British Consul General.	Spain: Barcelona, British Consul General. Madrid, British Consul.
India: Calcutta, Director General of Commercial Intelligence.	Sweden: Stockholm, British Consul.
Italy: Genoa, British Consul General. Milan, British Consul.	Switzerland: Geneva, British Consul.
	Uruguay: Monte Video, British Vice-Consul.
	Venezuela: Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James Street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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MARCH 14, 1921

No. 893

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA



Docks, Cape Town, South Africa. Table Mountain in background, Canadian Steamer in foreground.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA
THOMAS MULVEY
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, March 14, 1921

No. 893

DIRECTOR, COMMERCIAL INTELLIGENCE SERVICE

The title of Commissioner of Commerce has now been officially changed to that of Director, Commercial Intelligence Service, consequently Mr. H. R. Poussette should be addressed by the latter title.

SUMMARY OF THE TRADE OF CANADA WITH THE UNITED STATES: MONTH, TEN MONTHS, AND TWELVE MONTHS ENDING JANUARY 1919, 1920, AND 1921

	Month of January From	Ten months ending January From	Twelve months ending January From
Imports into Canada for consumption—	United States	United States	United States
Total, 1921.	\$51,844,857	\$743,726,156	\$898,984,675
1920.	74,486,007	645,838,799	754,652,222
1919.	59,431,482	641,389,601	753,146,209
Exports from Canada (Canadian produce)—	To United States	To United States	To United States
Total, 1921.	\$32,490,302	\$474,734,684	\$551,522,444
1920.	40,924,527	387,240,423	456,683,481
1919.	38,836,250	385,430,112	445,337,307

The above table is reprinted from the general summary of the trade of Canada published in last week's issue, No. 892, as it gives justifiable cause for thought.

The figures clearly demonstrate the disproportionate amount of imports from the United States into Canada over the exports from Canada into the United States.

INDIA AND THE MIDDLE EAST AS A MARKET FOR WOOD AND TIMBER AND PAPER

H. R. POUSSETTE, DIRECTOR, COMMERCIAL INTELLIGENCE SERVICE

[It should be noted that the nominal value of the rupee is now 2 shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. to 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000 rupees; a crore equals 100 lacs. In India the rupee is divided into 16 annas, and the annas are further subdivided into 4 pice. In Ceylon the rupee is divided decimally.

[The first of this series of articles on the Markets of India and the Middle East, which dealt with provisions, appeared in the last issue, No. 892.]

Wood and Timber

SQUARE TIMBER, PLANKS, BOARDS, AND SLEEPERS

India has very extensive forests, and is able herself to produce large quantities of timber. Formerly quite large shipments of Oregon pine were imported, to be employed in temporary structures for floorings and ceilings, for partitions in railway wagons and steamer holds, and for the manufacture of packing cases. Latterly, however, owing it is stated principally to high prices, this trade has greatly diminished

—in fact it may be said to have almost disappeared. In addition to these uses of Oregon pine, it has also been utilized after creosoting for railway sleepers, in which form it apparently gave fair satisfaction. California red wood uncreosoted has been tried for this purpose, but judging from observations made by importers, the white ants made very short work of it; but if it were treated, it might give as much satisfaction as the Oregon pine. White pine has been imported into the country, principally from Scandinavia, for ceilings, floors, etc. India is deficient in light wood suitable for temporary structures, and hence the reason that a country with such immense forests is compelled to go to America for Oregon pine and California red wood, and to Scandinavia for white pine.

No timber will withstand the white ant as stoutly as teak, which is obtained in abundant quantities in the forests of Burma, but unfortunately for the railways of India it is too high in price to be used extensively as sleepers, consequently its use is confined largely to the manufacture of furniture. The writer was informed that the most valuable timbers to be found in Burma will not float, and as the heavy railage rates to the sea-coast makes their utilization prohibitive, there is nothing for it but to leave them in the forests uncut, until such time as their exploitation becomes a commercial proposition.

Various opinions have been expressed to the writer in regard to the likelihood of a revival in the trade in Oregon pine square timber, planks and boards and creosoted sleepers. Some dealers are of the opinion that it never will revive, while others express a contrary view. If one were to judge between them, it would be in favour of those who think the trade will pick up, although it may not attain to its former proportions, because they appear to be in the better position to judge, and were men who, though they might be interested in the import trade, had at the same time even larger interests in the production of India.

In Bombay several importers stated that they would be interested in having quotations for square timbers in the following dimensions, 12 by 12, 13 by 13, and 14 by 14, and in lengths of from 16 to 40 feet; and for planks 16 feet long 12 inches wide, and 1½, 2½, 3, 4, and 6 inches thick. A specification 500-ton order was given to me by one of the largest importers in Calcutta and is as follows:—

12x1 16' and upwards.. . . .	50 tons	12x4.. . . .	50 tons
12x1½.. . . .	50 tons	12x6.. . . .	50 tons
12x2.. . . .	50 tons	12x12 40' and upwards.. . . .	150 tons
12x3.. . . .	50 tons	14x14 40' and upwards.. . . .	50 tons

If creosoted sleepers could be landed in India at a considerably lower price than at present, there would no doubt be a very large market for them; but one of the largest importers stated in conversation that they cost from Rs. 12 to Rs. 15 against the prewar price of about Rs. 6, whereas Indian sleepers could be supplied at about Rs. 7. In spite of these excessive prices, however, he thought there would still be a considerable market for the sleepers from North America, the reason being that the requirements for sleepers for the railways of India would for some time amount to between 3,000,000 and 4,000,000 a year, whereas at the best not more than 2,000,000 could be produced in the country, and making it necessary to supplement the local supply of sleepers. Iron sleepers are now being manufactured in the country, and of course they have a very long life as compared with the timber sleepers, but it is reported that the railways are so short of funds that they cannot afford the larger initial outlay necessary to equip the lines with this class of sleeper.

Sleepers for standard gauge railways should be 9 feet by 10 inches by 5 inches, or if the wood be inclined at all to shrink, a little should be added to the length. Most of the Indian sleepers are produced in the Punjab from the deodar, which is the Indian name for cedar, and from the sal tree. This latter tree grows extensively in the region near the Himalayas, large forests of which are situated in the Darjeeling district, northeast of Calcutta.

It is useless to consider the exportation of Douglas fir or other kinds of sleepers to India unless they have been first immersed in a solution of creosote, and it should be very carefully borne in mind, that this must be done with the very greatest thoroughness, as if the very smallest part be left uncreosoted, it will be sufficient to make an opening for the white ant or the borer, who will very soon eat through into the centre. Wooden sleepers are liable to dry rot, owing it is stated to the extreme wetness of the ground during the monsoon period, which condition is succeeded by one of extreme dryness after the rains have passed.

As direct steamship connections have now been established between British Columbia and India, it is very possible that while this will probably have no effect on the trade in sleepers—which would only be brought out in cargoes—it may be of much assistance to a trade in square timber and planks, which can be carried as deck cargo. One importer with a good deal of experience complained that deck loads of timber, where they had to be unloaded in order to get at the hatches, and then loaded again, were liable to considerable damage from this handling, in addition to which they give an opening for pilfering; but this of course would only apply in the case of a steamer calling at a number of ports before discharging her deck loads of timber.

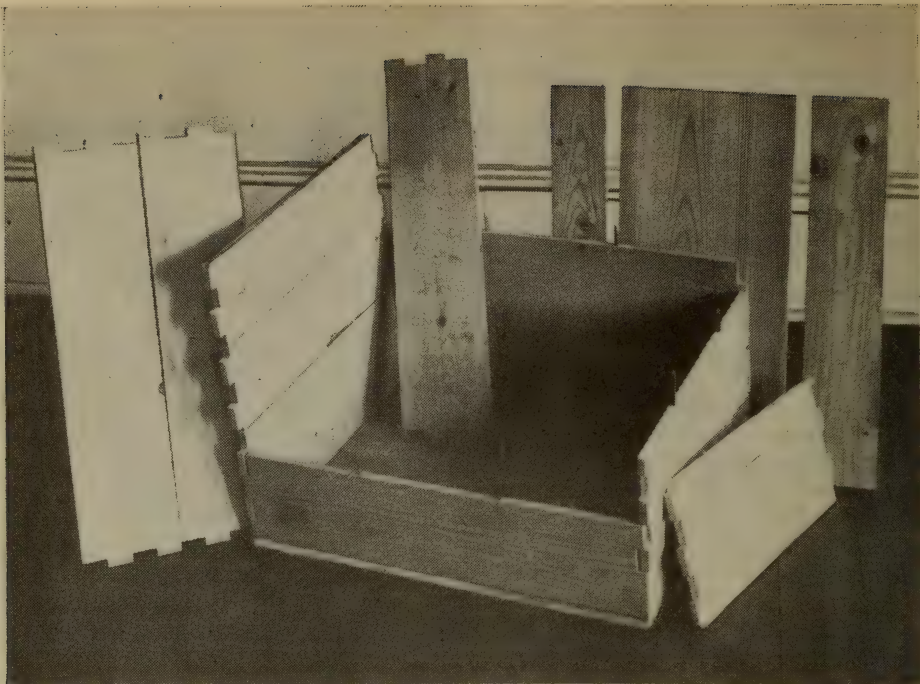
A reference to the trade figures will show that wood and timber were imported into India in the fiscal year ending 31st March, 1920, to the amount of 68,036 cubic tons against 36,780 cubic tons in 1918-19, and 79,916 in 1917-18. The imports for March, 1920, amounted to 5,286 cubic tons. In 1913-14 the imports of timber amounted to 96,000 cubic tons, and those of railway sleepers to 1,990,000 cwt., which figures in the following year had decreased to 76,700 tons and 1,575,000 cwt., respectively. The timber imports into Ceylon are not extensive, and are shown for the year 1919 as 3,380 cwt., with a value of only Rs. 36,165. It is hardly likely that this island can be looked upon as an expanding market for Douglas fir, as although in normal times there is a certain demand, it is not likely to greatly increase.

BOX SHOOKS

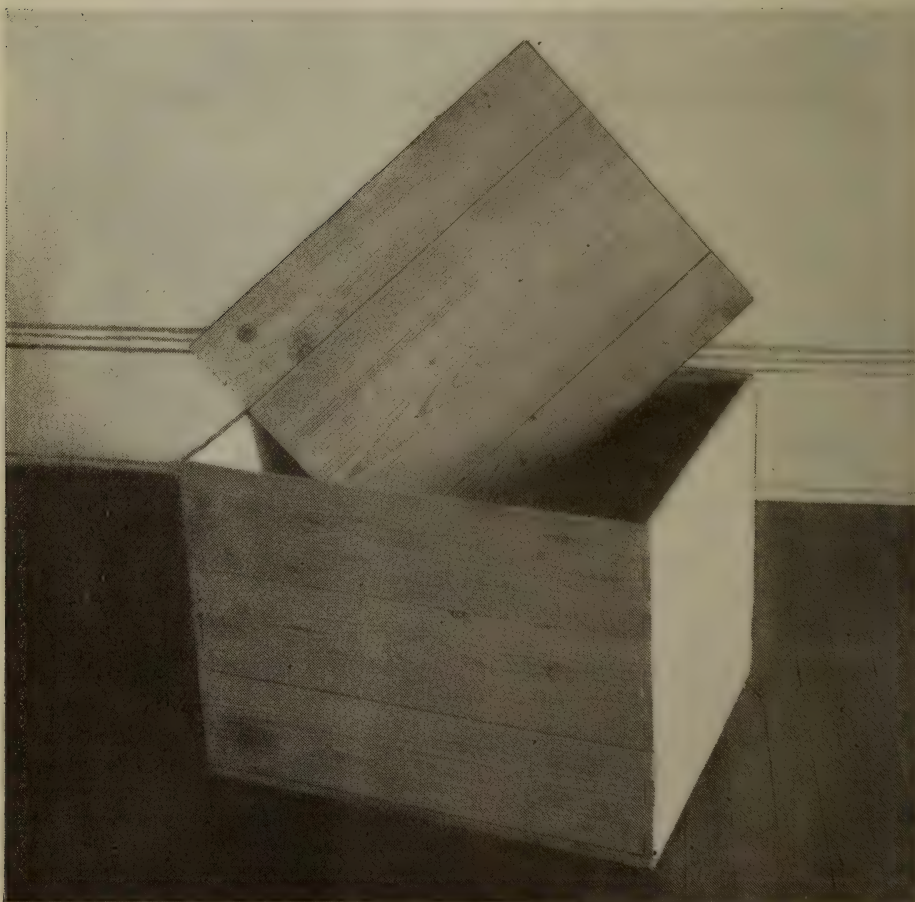
There is a large trade in wooden chests for use in shipping tea, rubber, desiccated coconut, etc., throughout the Middle East, or at least in that part of it which is under review. Although the statistics do not show the countries of origin, it seems clear from the information gained from importers that at the present time most of these chests are being brought in from Japan, under the well-known name of Momi chests. Trade inquiries for these boxes have already appeared in the *Weekly Bulletin*.

The outside measurements of this box illustrated overleaf are 24 by 19 by 19 inches and $\frac{1}{2}$ inch thick; its contents are 5 cubic feet and it contains from 200 to 225 pounds of rubber. The inside of the box must be planed and the ends dovetailed.

In addition to Momi chests, what are known as Venesta chests have also been imported into India, Ceylon, etc., but at the present time these are so high in price that the trade has dropped to practically nothing. Chests have been imported from Russia (or, to be more accurate, from Siberia also), but these have now been out of the market for several years. Japanese exchange is high as compared with the rupee, and it is very possible that this factor will seriously affect the imports of Momi chests from that country, and will drive the planters in India and Ceylon to make use of the local article. One Indian tea planter stated that he was able to manufacture tea chests on his own estate at 1 rupee 4 annas each, exclusive of the cost of nails; but he was in an exceptionally fortunate position as the trees grew on his own estates. He also stated that he preferred these chests, which he made out of the wood called Toon, to the imported article. Although this wood is not entirely odourless this did not appear to affect the tea. One large importer of tea chests in Colombo mentioned that he had had quotations from Vancouver, but that they were found to be just a little too high for the price ruling then, which was July of last year. The price quoted c.i.f. Colombo was 1.25 cents, which worked out taking the rate of exchange



Chest in section showing dovetailed ends.



Chest made up.

at 2.25, at Rs. 2.50 or Rs. 2/8 Indian currency, but he was of the opinion that if this quotation could be reduced to 2.61, a start might be made and at a still slightly lower price a good trade could be done. Since then the rupee has fallen, and this will have the effect of placing the c.i.f. price still higher. Now that tea and rubber are suffering acutely owing to the extreme depression of prices, planters will be compelled to use cheaper chests, and although as a rule the imported article is preferred, they will probably be reduced to using those of local manufacture. In Ceylon locally-made tea chests were selling last summer at about Rs. 2 or a little more per chest, but they were considered very inferior to either the Momi or the Venesta chest.

In Ceylon there is a demand for chests in sizes varying from 5 to 90 pounds, which is especially large for the smallest size. Chests suitable for tea can also be used for packing rubber, desiccated coconut, etc.

The wood used in tea chests must be of a particular kind. It must contain no sap which has the effect of corroding the lead, and must be entirely odourless, as otherwise tea, which has the tendency to absorb odours, would become impregnated, and therefore seriously suffer in value. It is also necessary that the wood should be thoroughly seasoned, otherwise it is likely to warp when packed with the warm tea, which is packed in this condition so as to ensure its absolute dryness, then enclosed in lead and hermetically sealed, for dryness is absolutely essential.

India is said to possess plenty of suitable wood for tea chests, but up to the present the local chest does not seem to have been able to compete successfully with the imported article, or only in abnormal times such as the present. The future may remedy this state of affairs, and India become self-contained in the matter of tea and rubber chests. A large firm of managing agents have erected a three-ply factory in Assam for the manufacture of tea chests, but it remains to be seen whether they will be able to hold their own against the imported product, should exchange rise to its par value, which is two shillings.

BEAVERBOARD

Up to the present there has been practically no demand for beaverboard, as very little has been known about it in India, and those who have been familiar with it apparently have been under the impression that it would not withstand either the conditions brought on by the monsoon or the attacks of the white ants and borers. Canadian beaverboard is now being handled by one of the large firms in Calcutta, and it is fully anticipated that, owing to the manner in which it is prepared, it will prove impervious to the ravages of the white ants. If this proves to be correct, there should certainly be an excellent market for beaverboard for use in cheap construction, and the whole of the trade might very well be secured by the Dominion, and indeed should be.

INDIAN TIMBER

India herself possesses enormous wealth in her timber trees, and it has been stated that in this she is probably unsurpassed by any country in the world—a fact that would not appear to have been widely recognized. Some of the timbers are of rare beauty such as the Indian tulip wood, which is of a soft rose-pink colour tinged with streaks of mauve or purple and very suitable for the manufacture of fancy articles; and Indian yellow wood, of a bright orange yellow colour with dark shades running through it and which has a kind of opalescent translucency. There are many others such as black walnut, rose wood, gurjon (of a brown colour but which when cut in a certain way discloses a very beautiful grain), cutch, sandal, sal, deodar, etc. The forests of India extend from the foot of the Himalayas throughout the whole peninsula, and cover in all some 250,000 square miles—an area embracing nearly 25 per cent of the whole of British India. About half of this area is supervised and

controlled by the Imperial Forest Service. That these forests are a substantial source of profit to the Government of India is shown by the revenue, which amounts to somewhere in the neighbourhood of Rs. 2 crores annually, all of which is net.

In connection with the subject of timber, the head of an outstanding firm of managing agents suggested in conversation to the writer that it might be to the advantage of Canadian lumbermen to consider the establishment of auxiliary companies in India, for the exploitation of her wonderful forest wealth. His idea was that as Canadian lumbermen have great experience, they would be fit people to take up lumbering operations on a large scale in the Indian forests, and he was of the opinion that it would not be difficult to form one or more concerns, the promoters of which would be willing, in the allotment of shares, to recognize generously the abilities and experience of Canadian lumbermen.

The most important timber operations in India are carried on in Burma, where there are extensive forests of teak, and where it is said there are more saw-mills than in the whole of the rest of India put together, some seven or eight of which are of a large size. There are also saw-mills in the Punjab, Bombay, the Central Provinces, in the Madras Presidency, and other parts. The unit of sale of timber in India is usually the cubic foot, and 50 cubic feet go to 1 cubic ton.

A great deal of research work is still to be carried on in regard to Indian timbers; for instance, apparently very little is known as yet as to the best methods of seasoning the timber and this is now under careful investigation. The subject of artificial seasoning has also been considered, as up to the present that also has been more or less neglected. One method of seasoning is to circle the trees and allow them to stand from one to three years before cutting, whereas others such as teak are cut and are left immersed in water for a certain length of time. But as most of these methods tie up capital for a considerable period, some means of obviating this is being sought.

Paper

The total imports of printing paper into India for the fiscal years 1917-18, 1918-19, and 1919-20 were respectively 189,875 cwt., 194,603 cwt., and 200,684 cwt., and for the month of March, 1920, the imports were 34,337 cwt. In 1919-20 the United Kingdom supplied 48,410 cwt.; United States, 46,960 cwt.; Norway, 74,914 cwt.; and Sweden, 26,239 cwt. These figures showed some changes from the year 1917-18, when Japan imported 27,106 cwt. whereas in 1919-20 her trade had fallen to practically nothing. The United States and the United Kingdom have largely increased their trade, the former from 17,694 cwt. and the latter from 26,253 cwt. The trade of both Sweden and Norway has slightly diminished.

Considering the position which Canada occupies as a manufacturer of paper, she should have no difficulty in capturing the greater part of the trade in newsprint. A certain amount of Canadian paper is now coming into the market, and the agents say that they can find a ready sale for any quantity up to 500 or 600 tons a month. Printing paper is imported both in rolls and in bales, the larger newspapers taking the former. One of the largest houses in India put the importation of paper in rolls for the whole country, including Burma, at from 4,000 to 5,000 tons per annum.

NEWSPRINT

Newsprint comes out in bales. It is of the same quality as the rolls, and is packed 500 sheets to the ream, basis 18 inches by 22 inches, 8 pounds to the ream. As the statistics show, Scandinavia is still very strong in the paper trade, the business in which is usually done through London, and it is very possible that part of the supplies credited to the United Kingdom originate in Norway and Sweden.

Newsprint is made in India from grass. While anticipations that bamboo may furnish material for supplies have been formed, one of the firms most interested stated that the process is still in the experimental stage. An importer in Bombay, speaking

of the Indian newsprint, said that it was very much higher in price than Scandinavian, and that while in August last the latter was quoted 70 shillings per ton c.i.f. Bombay—which works out at about $4\frac{3}{4}$ annas per pound—one of the largest mills in India quoted him 8 annas per pound Calcutta, which shows a very great difference. In addition to the higher price, the Indian paper would have to pay railage from Calcutta to Bombay.

Unglazed newsprint is employed to quite a large extent for such articles as text books in the vernacular, Bengali almanacs, etc.

Local mills, in addition to ordinary newsprint, make quite a good light-weight unglazed grade of Badami paper, which is a biscuit-coloured paper used for such cheap lines as account books, scribbling pads, and theatre programmes.

It is very important that newsprint exported to India should be well packed. Complaints have been made as to carelessness shown by some United States shippers.

STATIONERY

Imports in stationery amounted in the fiscal year 1919-20 in value to about Rs. 45 lacs; which is a considerable increase over the two previous years; the weight is not given. For the month of May, 1920, the imports were valued at nearly Rs. 7 lacs. The bulk of the stationery was imported from the United Kingdom with over Rs. 23 lacs, while the United States came second with Rs. 13 lacs.

Canadian paper is now known on the Indian market, and it is to be hoped that with the steamship connections which have been recently established, this trade will work up into one of great profit; and considering Canada's exceptional position in this industry it will be unfortunate, if she does not take a commanding position within the next five or six years.

The imports of other kinds of paper amounted in 1919-20 to over Rs. 75 lacs, which is Rs. 2 lacs more than the previous year but Rs. 25 lacs less than in 1917-18. The statistics do not show the countries from which these were obtained, but it can be safely assumed that the principal suppliers were the United Kingdom, the United States, and Scandinavia. Inquiries have been made for book paper, bank paper, and wrapping paper from Canada. Book papers are wanted down to 12 pounds per ream. It is necessary to note that paper which has a watermark must show the country of origin—i.e., there must be incorporated in the watermark the words "made in Canada" on each sheet. As with newsprint, care must be shown in the packing of other classes of paper and where it is contained in cases, every precaution should be taken when nailing down to avoid damaging the contents. The packing of Scandinavian paper shipped to India bears an excellent reputation—a reputation that is borne out in other parts of the world.

So far as Indian competition is concerned one manufacturer stated that he hardly expected that makers would be able to hold their own in newsprint when once business became normal, whenever that might be, or with the highest grade of paper. The product of India is not entirely made from local raw material, but is also manufactured from imported pulp.

Canada at the present time is exporting very large quantities of newsprint and other classes of paper to the United States, of which it is very possible certain quantities are shipped abroad. In view of this, Canadian paper manufacturers might consider carefully whether it would not be to their ultimate advantage to keep this trade in their own hands, rather than that foreign markets should be supplied through the medium of American shippers. This policy would probably in the end be greatly to the advantage of the Canadian manufacturer, would be providing freight for Canadian steamship lines, and have an indirect influence in helping to sell other Canadian products.

The imports of paste boards, mill board, etc., are of considerable importance, amounting to Rs. 30 lacs a year or approximately £300,000.

PACKING PAPER

In this market very little superior packing paper is used, the demand of the bazaar being almost entirely for a cheap make of local paper and for Scandinavian nature brown.

WALLPAPER

The demand for wallpaper in India is unimportant, and although this commodity is not shown separately in the trade statistics, the imports so far as can be judged would not amount to more than Rs. 50,000 to Rs. 70,000 a year. The average Indian does not care for wallpaper, and the vast majority could not afford it. In addition, there are these facts to be considered, that in India wallpaper is considered insanitary as it harbours insects, and that during the monsoon period, which is one of extreme humidity, the paper becomes so damp that it peels off the wall.

OLD NEWSPAPERS

All over the Middle East old newspapers are in demand as wrapping paper in the bazaar. It is impossible to say what the import amounts to, as it is not mentioned in the customs statistics, but judging from inquiries it would probably run to a fair amount.

TRADE CONDITIONS IN ARGENTINA

Buenos Aires, January 22, 1921.—Mr. B. S. Webb, the Canadian Trade Commissioner at Buenos Aires, has transmitted a long extract from the latest report of Messrs. Torniquist and Company, the well-known Argentine bankers, on the general trade situation in the Argentine, of which the following is a condensation. The 1920-21 agricultural year presents good prospects after the recent rains. Pastures and live stock alike are in excellent condition. There are few labour conflicts on foot, owing to the fact that an adjustment of wages to the increased cost of living has been concluded satisfactorily in nearly all branches of trade and industries. In 1919, exportation was so active and at values so high that it marked a record of over \$1,000,000,000 gold. This more than covered our heavy imports, leaving a favourable balance—likewise a record one—of \$375,000,000 gold. The “balance of payments” for 1918-19 presented a surplus of \$151,000,000 gold in our favour. In 1920 we have exported twice the quantity of cereals shipped in 1919, and at higher prices, thus still further fortifying our economic situation and enabling us to support the extraordinary influx of manufactured goods from all parts of the world. Attracted by the excellent economic situation of the Republic and by the prospects of its own greater prosperity, foreign capital is again coming in, numerous new enterprises having been established to engage in commerce and in the development of the natural wealth with which the country is so abundantly endowed. The situation of the banks is excellent. The gold stock now amounts to \$480,599,900, which represents a guarantee of 78½ per cent of the paper money circulation.

On the other hand, prices of the majority of our products, such as wool, meat, hides, quebracho extract, and even certain cereals, have dropped, and this circumstance is hindering business to some extent. The import trade is feeling the effects of excessive importation and of the rise of the dollar exchange, which has touched 135 as against the normal of 103.64. Housing accommodation is still scarce and rents high. Building continues on a very small scale, due in part to the apprehensions inspired by projected legislation to regulate rentals. Money is dear and scarce. As a consequence, the stock exchange is rather dull.

SHIP AMALGAMATION PLAN POSTPONED

TRADE COMMISSIONER A. E. BRYAN

The co-ordination of all the leading steamship companies of Japan into one organization, which has been seriously considered both by Government authorities and the heads of the four largest shipping concerns in the country, has been formally postponed.

As a result of the present world-wide slackness in shipping, the Minister of Communications was very anxious to effect a combine of the leading shipping firms for the purpose of co-ordinating their forces and eliminating any overlapping, thus reducing their overhead expenses and placing them in a stronger position to face world-wide competition. The idea was favourably considered by most shipping men, but it was proven after many conferences on the subject that the time was not yet ripe for such an undertaking, owing to the fact that the financial conditions of the various shipping concerns were not on a parity. While the Nippon Yusen Kaisha had tremendous value in assets over liabilities, some of the other companies had larger liabilities than assets. The onus therefore of such an amalgamation would fall for the most part on the Nippon Yusen Kaisha, who would practically have to take these other firms over at a time when it was difficult enough to provide enough cargo for their own fleet without endeavouring to provide for others. So at a meeting of the Marine Commission recently, Mr. Noda, Minister of Communications, formally announced that the project must be suspended for the time being, but he hoped that the steamship companies would endeavour to prepare the way for amalgamation with a view of making the position of the country's shipping stronger.

TOYO KISEN KAISHA SHIPS TO CALL AT DAIREN

The Toyo Kisen Kaisha Company have decided to have the *Siberia Maru* and the *Persia Maru* run from Kobe direct to Dairen. Both of these ships are on the American run and formerly always called at Nagasaki, where they secured coal. It is said that the port of Nagasaki has been declining in prosperity of late years, and it was first intended to have all five of the big T.K.K. ships eliminate this port of call and instead take in Dairen, but on account of a strong petition from the people of Nagasaki they are only making the new schedule apply to two ships. Dairen is the centre of Manchurian trade and can give considerably more cargo than Nagasaki. The coal-bunkering facilities are said to be good and the price of same cheaper than that obtainable at Nagasaki. Many of the American ships now call regularly at Dairen, so that from now on it is destined to be an important port of call.

FOREIGN TRADE OF THE UNITED KINGDOM IN 1920

TRADE COMMISSIONER HARRISON WATSON

London, February 15, 1921.—The Government has now published unrevised figures showing the trade of the United Kingdom in imports, exports, and re-exports with the various countries in the world during the year 1920, and while considerable differences in volume as shown by valuation, in comparison with 1919 and 1913, have taken place as regards particular countries, it is remarkable to find that the proportion of trade carried on by the United Kingdom respectively with the Empire and with foreign countries remains practically unaltered since prewar days, i.e. about 30 per cent with the Empire and 70 per cent with the rest of the world.

To speak more exactly, the figures were, as regards Empire trade: 28.5 per cent in 1913, 30.8 per cent in 1919, and 31.8 per cent in 1920. It is therefore apparent that the greatly desired and confidently anticipated growth in trade relations between the Mother Country and the rest of the Empire has not so far materialized. Upon

the other hand this is not surprising when due regard is given to the immense difficulties which have confronted every part of the Empire in the direction of production and transportation since the war ended, and which is only gradually being overcome.

The values under the respective branches were as follows:—

TRADE WITH FOREIGN COUNTRIES

	1913	1919	1920
Imports..	£577,218,844	£1,043,585,573	£1,376,010,868
Exports (British)..	329,942,196	593,015,902	834,086,267
Re-exports..	95,955,947	155,106,763	196,939,890
Total..	£1,003,116,987	£1,791,708,238	£2,407,037,025

TRADE WITH BRITISH EMPIRE

	1913	1919	1920
Imports..	£191,515,895	£582,570,639	£560,731,252
Imports (British)..	195,311,399	205,622,460	501,482,760
Re-exports..	13,610,784	9,639,552	25,466,067
Total..	£400,438,078	£797,832,651	£1,087,680,079

In connection with the above, it should be emphasized that in spite of the gigantic increase in values, the volume of trade in 1920, both as regards quantity and weights, only amounted to about two-thirds of what took place in 1913, and this same feature must be borne in mind in considering the details of trade with the principal countries which are shown in the specially prepared table which follows.

As the prices of 1920 were also inflated as compared with 1919, it is clear that the £141,000,000 of trade between Canada and the United Kingdom means a marked falling off in volume from the £131,000,000 of 1919, and a noteworthy alteration in the nature of the trade took place, because whereas imports into the United Kingdom from Canada declined by £23,000,000, the exports of British goods to Canada increased by £27,000,000, while there was also an increase of £4,000,000 in re-exports from the United Kingdom.

While the decline in imports consisted largely in foodstuffs and is attributable to the poor Canadian harvest of 1919, and the necessity of Great Britain taking delivery of supplies previously purchased during the war from other countries, it is certain that there was a heavy falling off from the buoyant imports of Canadian manufactured goods which were such a feature of 1919, in this case due to adverse exchange, the revival in United Kingdom industries, and the shortage of supplies available from Canada for export after meeting the restored demand there.

As the figures speak for themselves, it is unnecessary to attempt any detailed analysis, but it will be observed that countries with which increased trade was conducted include British India, Italy, Sweden, Switzerland, Argentina, Brazil, Chile, Cuba, China, and Japan. Of special interest, however, is the resumption of trading with former enemy countries, especially Germany, whereby the total trade of £24,000,000 in 1919 rose to £82,000,000 in 1920, and it is noteworthy that while in 1919 exports from the United Kingdom were in the ratio of 22 to 1 in relation to imports from Germany, last year the imports of German goods (£31,000,000) largely exceeded the exports of British goods (£21,000,000), although the balance of trade was more than sustained by large shipments of re-exports from the United Kingdom. It seems well to repeat the statement of a short time ago that a certain proportion of these imports relate to Government deliveries of dyes, and reparations under the Peace Treaty.

There has also been some resumption of dealings with Austria, in spite of her impoverished condition, while trade with Turkey has continued to extend.

In 1920 it was, however, still the United States which dominated the situation, which position incidentally, as contributing to the disorganization of exchanges,

greatly affected dealings with other countries. Although the value of exports from the United Kingdom to America more than doubled in value, and shipments of re-exports also largely increased, the value of United States imports into the United Kingdom (£564,000,000 out of a total importation from all countries in the world of £1,936,000,000) still represents 29 per cent as against 33.2 per cent in 1919 of receipts from all sources.

TABLE showing Trade of the United Kingdom—i.e., Imports, Exports (the produce of the United Kingdom), and Re-exports (the produce of foreign countries and other portions of the British Empire), with the countries indicated, for the calendar years 1913, 1919, and 1920:—

Canada—	1913	1919	1920
Imports..	£ 30,488,374	£115,243,146	£ 92,854,362
Exports..	23,794,935	15,994,519	42,782,271
Re-exports..	3,512,258	2,050,607	6,078,108
Total..	£ 57,795,567	£133,288,272	£141,714,741
Australia—			
Imports..	£ 38,065,250	£111,403,971	£112,709,445
Exports..	34,471,269	26,306,421	62,485,643
Re-exports..	3,358,213	1,491,885	5,782,205
Total..	£ 75,894,732	£139,202,277	£180,977,293
British West Indies—			
Imports..	£ 2,115,929	£ 11,021,523	£ 14,665,958
Exports..	2,339,278	2,184,306	5,946,804
Re-exports..	382,810	178,730	543,671
Total..	£ 4,838,017	£ 13,384,559	£ 21,156,433
British India—			
Imports..	£ 48,420,490	£108,213,961	£ 95,678,331
Exports..	70,273,221	70,860,991	181,383,867
Re-exports..	1,397,010	1,059,965	2,075,877
Total..	£120,090,721	£180,134,917	£279,768,075
France—			
Imports..	£ 46,352,718	£ 48,498,649	£ 76,005,224
Exports..	28,933,072	147,364,617	136,631,967
Re-exports..	11,948,635	35,952,980	39,820,101
Total..	£ 87,234,425	£231,816,246	£252,457,292
Belgium—			
Imports..	£ 23,382,268	£ 9,240,930	£ 45,024,754
Exports..	13,239,960	47,980,507	49,126,465
Re-exports..	7,420,402	17,525,759	19,493,117
Total..	£ 44,042,630	£ 74,747,196	£113,644,336
Italy—			
Imports..	£ 8,127,213	£ 14,635,183	£ 17,812,112
Exports..	14,610,068	27,750,678	39,734,109
Re-exports..	1,011,836	5,693,449	5,624,904
Total..	£ 23,749,117	£ 48,079,310	£ 82,225,061
Germany—			
Imports..	£ 80,411,057	£ 993,154	£ 31,126,088
Exports..	40,677,379	14,693,113	21,723,260
Re-exports..	19,822,314	8,509,360	29,375,713
Total..	£140,910,750	£ 24,105,627	£ 82,225,061

TABLE SHOWING TRADE OF UNITED KINGDOM, ETC.—*Concluded*

Greece—	1913	1919	1920
Imports..	£ 2,202,486	£ 10,440,500	£ 6,771,610
Exports..	2,537,320	6,914,713	12,782,260
Re-exports..	58,669	549,944	510,473
Total..	£ 4,798,475	£ 17,905,157	£ 20,064,343
Spain—			
Imports..	£ 14,393,909	£ 34,646,777	£ 37,495,371
Exports..	7,851,574	11,092,503	19,324,052
Re-exports..	779,820	1,968,179	3,480,084
Total..	£ 23,025,303	£ 47,707,459	£ 60,299,507
United States—			
Imports..	£141,652,079	£541,553,171	£504,338,632
Exports..	29,294,579	33,913,579	77,131,266
Re-exports..	30,158,652	31,600,286	53,917,583
Total..	£201,105,303	£607,067,036	£695,587,481
Argentina—			
Imports..	£ 42,485,391	£ 81,730,319	£128,038,642
Exports..	22,640,943	21,217,214	42,839,819
Re-exports..	796,400	484,623	903,402
Total..	£ 65,922,734	£103,432,156	£171,786,863
Brazil—			
Imports..	£ 10,008,367	£ 10,821,100	£ 12,160,391
Exports..	12,465,161	10,741,686	24,328,902
Re-exports..	555,936	332,955	607,524
Total..	£ 23,029,464	£ 21,895,741	£ 37,096,817

Similar statistics for the following countries are also available on file T.C. 2-160, Commercial Intelligence Service, Department of Trade and Commerce: New Zealand, Union of South Africa, West Africa, Ceylon, Straits Settlements, Egypt, Sweden, Norway, Holland, Denmark, Switzerland, Portugal, Austria-Hungary, Roumania, Bulgaria, Serbia, Turkey, Persia, Peru, Chile, Mexico, Cuba, China, Japan.

BELGIAN AQUATIC CLUBS INTERESTED IN CANADIAN CANOES

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, February, 1921.—Following a letter from a Canadian canoe manufacturing company, inquiries have been instigated at the principal boating centres in Belgium—Brussels, Ghent, Liège, Antwerp and Namur—and in every case, the secretaries of the clubs concerned showed a live interest in the possibilities of Canadian canoes in this country. There are no conditions in Belgium adversely affecting the market for such craft. Rivers like the Meuse, the Sambre and the Escaut are ideal for the employment of canoes. As the canoe is not popular as a rule in farming or provincial areas, apart from summer resorts, the points of importance will be the towns or cities on such rivers and particularly the summer resorts on the Meuse in the Ardennes. A list of Belgian aquatic clubs is on file in the Commercial Intelligence Service of the Department of Trade and Commerce. The secretary of a boating club at Ghent says: "Canadian canoes appear to be commencing to have a certain vogue in Belgium and I think it would be interesting if Canadian firms would send us prices and if possible photographs and complete description."

An official of an important Liège club states that canoes are very scarce in the Liège district. He says: "Our particular club is not able to use them because we

require row-boats capable of holding five or six people. We buy them in England. We also employ racing boats. The liverymen are not able to rent canoes to their clients who often are quite inexperienced and do not even know how to swim. Stable canoes, however, might be used. If Canadian firms will send catalogues and prices, these will be held at the disposition of members of the club." This club is also interested in small motors for canoes and outboard motors for row-boats. (See Trade Inquiry No. 2795 in the current issue.)

In connection with these remarks, the writer's experiences during a vacation at Waulsort on the Meuse, near Dinant, was that the majority of those "en villégiature" utilized the small skiffs, which were in great demand. On the other hand, most people could swim and the boys and young men took readily to canoes of which there were several in evidence. My own opinion is that if canoes in popular sizes could be shipped, nested or filled with goods to reduce freights, and laid down at reasonable prices, they would take on in Belgium. It would be worth while to ship a number of canoes at special prices to help their introduction.

The secretary of an Antwerp club writes: "Canadian canoes would certainly interest me but I would desire to be put in touch with Canadian firms of the first rank who manufacture them. Will you kindly give our address to Canadian firms, requesting catalogues and prices." In connection with this club a co-operative society will shortly be formed which would be able to enter into commercial transactions direct. (See Trade Inquiry No. 2794 in the current issue of the *Weekly Bulletin*.)

The president of a Brussels club thinks that for the moment there is no business to be done owing to the exchange conditions. He thinks that Anglo-Canadians are "strangling themselves with their own hands" and that we will be reduced to "eating our dollars and pounds." (An element in Belgium professes to believe that the present depreciated state of the Belgian franc is due to Anglo-American manipulation.) Nevertheless, this club would like to have full information sent them. They would be interested to purchase several canoes at special rates, as a means of introducing them. Canadian firms are requested to send catalogues and prices to the clubs, the names and addresses of which are on file T.C. 2-125, Commercial Intelligence Service, Ottawa.

In writing these clubs, the approximate freight rates should be indicated and the advantage of buying a group of nested canoes pointed out. Belgians will want to know what the canoe will cost them c.i.f. Antwerp at least, or, better still, landed. Particular care should be paid to explaining all details fully, as in many cases the purchasers of such goods are not accustomed to business matters.

CANADIAN CATTLE AND THE SCOTCH MARKET

TRADE COMMISSIONER GORDON B. JOHNSON

Glasgow, February 23, 1921.—A short report appeared in *Weekly Bulletin* No. 855, dated June 21, 1920, written by Mr. J. Vernon McKenzie, on the above subject, pointing out the possibilities of Canadian beef cattle shipped on the hoof for slaughter here at the "foreign animals wharf" within ten days of arrival.

The first shipment of this nature since 1913 is due to leave Portland early in March for Glasgow. The shippers are a Toronto firm, the consignees being a prominent Glasgow firm in the meat trade, who are making a new departure by importing cattle themselves for slaughter. A considerable percentage of the shipment will be United States cattle, and the rest Canadian. The proportion of each is, however, as yet undetermined. The head of the Glasgow firm is a man who knows Canada well, after several trips through the country, and is well aware of the virtues of Canadian cattle. After the shipment arrives and is disposed of, it will be possible to give particulars of the success or otherwise of this undertaking.

It is hardly necessary to add that permission to land such cattle for slaughter within ten days does not conflict with the long-existing embargo on the importation of Canadian store cattle, the agitation for the removal of which is a daily feature in the papers, and manifests itself in frequent deputations and representations to the Board of Agriculture from numerous associations and bodies interested.

No insinuation has been made that Canadian cattle has not been free from disease for a great many years. Indeed it is the opinion of prominent men in the meat trade that the continued existence of the embargo by the Government is not due to the fear of any present disease, which is well known not to exist. Apart from other possible reasons, the opinion is that the embargo is continued because of the possibility of future eventualities and dangers. It is pointed out, not officially, that the trade relations between Canada and the United States are so close and intimate, the boundary between the two countries is so long, and possible avenues between them so difficult to adequately guard, that a removal of the embargo on Canadian stores would act as a magnet to attract United States cattle to Canada, the latter carrying with them a risk of infection to Canadian herds, and thereafter to British herds, among which Canadian store cattle would be introduced.

It is suggested by the firm above referred to, who know Canadian conditions thoroughly, that the risk of infection from the south, and its danger to British herds in the event of the embargo being lifted, could be avoided. The Canadian authorities might prohibit export of any store cattle to the United Kingdom except under a certificate signed by Federal inspectors declaring such cattle to be bred in regions remote from the United States boundary, and, moreover, that such regions are in the nature of water-tight compartments, so far as risk of infection, direct or indirect, from the United States is concerned. Furthermore, any shipments to the United Kingdom would have to be on railways wholly in Canadian territory, and in ships which do not touch at United States ports.

To observe these conditions it was suggested that western cattle, from Edmonton and other Alberta and similar regions, are the most suitable.

EXPOSITION AT ALGIERS

In the *United States Commerce Reports*, under date of March 1, the American Consul, Edward A. Dow, Algiers, reports that "An exposition of agricultural, mineral and industrial products will be held in Algiers from April 16 to May 8, 1921. Local organizations of the city and country, and various Government departments are co-operating in an effort to make the exposition a success. Further appropriations have been voted to aid the fair.

A cordial invitation to join in exhibits has been extended not only to the business interests of France but to other friendly nations that desire to develop trade in Algeria, Tunis and Morocco.

The exposition proper includes seven divisions, as follows: Food products; industries in general; native industries; textile industries, including clothing and its accessories; mines, metallurgy, and industrial equipment; wood, construction material, furniture, and furnishings; fine arts.

The fair will be held in a large hall covering about 2½ acres. The rate fixed for floor space for exhibits is at the rate of 50 francs (\$9.65, normal rate) per square metre (10.764 square feet) or \$0.89 per square foot; for smaller exhibits, with a rate of 40 francs (\$7.72 normal rate) per square metre for space of 36 square metres or more, or \$0.70 per square foot for space of 387.5 square feet or more.

NEW CREDIT EXPORT SCHEME IN THE UNITED STATES

In order to counteract the present difficulties of their foreign trade situation, under the Edge Act, a new credit export scheme has been devised in the United States. The existing situation has been brought on by the inability of foreign buyers to buy any longer for cash in the American markets. Consequently the proposed method of relief is the institution of a corporation that can extend sufficiently long-term credits to the foreign buyer. Under the Edge law in the United States a corporation may extend long- and short-term credits, invest in securities, engage in foreign banking, and in every lawful way aid in financing foreign trade. The efforts of "small" financing corporations in this direction, it was decided, are wholly inadequate to deal with the present deadlock. Consequently there has been recently organized under the Edge Act a \$100,000,000 corporation—the Foreign Trade Financing Corporation—with the object of extending long-term credits to facilitate the foreign trade of the United States. It has been declared that economic self-preservation necessitated this step.

The purpose of the Foreign Trade Financing Corporation is thus to act as an intermediary between the producer and the foreign buyer. Or as *The United States Investor* puts it: "We have been turning away the best customers in the world, with the best security, simply because their wealth is not of the liquid variety, yet we need these customers just as much as they need our goods"; while the *New York Commercial* admirably illustrates in the following manner the machinery and working of the new corporation: "Through it the farmer will be able to sell his grain abroad; the planter can sell his cotton; the packer can sell his meat; the manufacturer can sell his product. It will provide immediate payment to the producer and will take upon itself the task of waiting for the foreign buyer to pay. For this it will obtain good, but not exorbitant, interest rates. These earnings will be distributed as dividends to the stockholders. The farmers are suffering to-day because they cannot sell their products abroad. The export demand for manufactured goods has also fallen off. The plight of the farmers causes them to refrain from buying manufactured goods. Both causes slow down industry, with unemployment as the result. The key to the problem lies in getting our exports moving. Our present banking machinery has proved inadequate to meet the situation. New machinery has had to be created, and this is it. If the Government had stepped in to perform the task it would have meant new bond issues or new taxation."

One point that has been urged against the new corporation is that in this lending to Europe the United States will be helping European competition. The chairman on organization of the Foreign Trade Financing Corporation in reply thereto states: "This is a false view of foreign trade; ultimately exports must be paid for by imports. We cannot have large exports unless we are willing to have large imports." This enormous extension of credit by this colossal corporation is based, it would seem, on the idea that it is wiser to accept European promises to pay than to suffer wastage of surplus of goods, many of them perishable, or further influence the market by throwing the goods overboard.

The movement already has, it is stated, the approval not only of the American Bankers' Association, but also of the committees of the Chamber of Commerce of the United States, the National Foreign Trade Council, the American Manufacturers' Export Association, the National Association of Manufacturers, and the American Exporters' and Importers' Association. It also received the approval of the special committee of the American Farm Bureau Federation at the Chicago conference. The prospectus states further that "it is planned to distribute the debentures of the corporation among investors of all classes throughout the United States and elsewhere if deemed advisable. The issue will be designed to promote thrift and to appeal to small as well as large investors, so as to enable all to share in the benefit of a nation-wide institution for furthering our foreign trade."

TRADE OF NEW ZEALAND

TRADE COMMISSIONER W. A. BEDDOE

Auckland, January 31, 1921.—The details of trade for the year 1920 are not yet available but certain totals have been prepared, showing the import trade of New Zealand for 1920, which are of an extraordinary character.

The following table shows the exports and imports by quarters during the year 1920:—

Quarter	Exports	Imports	Excess of of Imports
First..	£11,418,788	£ 9,791,061	£1,627,727
Second..	11,406,084	14,407,613	3,001,529
Third..	12,360,695	18,980,970	6,620,275
Fourth..	11,256,379	19,416,184	7,159,805
Totals..	£46,441,946	£61,595,828	£15,153,882

The total imports for the year are £61,595,828. This is not only more than double the previous record of 1919, but is far beyond the abnormal value of exports in that year, and therefore presents a remarkable feature in the commercial history of New Zealand.

These figures show the nominal adverse balance of trade of over £15,000,000. It is difficult to estimate the true figures of this balance, but the recorded value of exports represents with reasonable accuracy the net returns of the country for its surplus produce, but the assessment of imports does not reveal the actual cost of the goods. New Zealand has enjoyed for years the advantage of having the balance of trade in her favour. The year 1920 is a marked exception.

CANADIAN IMPORTS INTO NEW ZEALAND

For the last quarter of 1920, for which no details are yet available, the figures were £631,535, as against £425,567 for the corresponding period of 1919.

Canada appears to have maintained her position as an exporter to New Zealand, judging from the total figures in 1920, the results being as follows:—

Exports to New Zealand, 1920..	£2,336,915	\$11,934,575
Exports to New Zealand, 1919..	1,622,234	8,111,170
Excess 1920 over 1919..	£764,681	\$3,823,405

BRAZIL OVERSTOCKED WITH UNITED STATES GOODS

(*New York Commercial*)

Those who seek to know the exact condition of business in Brazil need not look far beyond their own boundaries for comparison, according to a report just received from Allen Walker, manager of the international trade service of the Guaranty Trust Company of New York, who is at present making an extended trip of investigation through South America. "There is in every port of Brazil an accumulation of merchandise purchased—mostly under contract—at prices which no longer afford opportunity for sale at a profit to the distributor. Exchange rates aggravate the difference in prices of goods; hence repeated requests for extensions." Mr. Walker's report, contained in "American Goods and Foreign Markets," the Guaranty's semi-monthly survey of international trade, continues, in part:—

"Shipments which have been coming forward for the last two months are largely in response to orders placed in the United States six, seven, and even ten months ago. The domestic demand in the United States at that time, and for several months after,

was so great that the American manufacturer was either unable to supply the foreign market, or as is known to be true in very many cases, the foreign market was neglected for the sake of nearer and allegedly safer consumption and payment. The Brazilian importers, being unable to procure promise of prompt delivery, and failing to find suitable merchandise in adequate volume in their former European markets, placed duplicate orders with a number of American manufacturers or agents for the same goods, just as they had done during the war, expecting that if quick delivery was not possible from one source it would be from another. More or less suddenly conditions in the United States changed. The domestic demand decreased sufficiently to leave some surplus in the hands of the producers, and the latter then—almost simultaneously, of course—sent to the South American market merchandise which they had not been able to ship before.

"And so the Brazilian importer began to receive his goods, not merely from one of the sources he had tried, but from many or all of them, and all at the same time, or at least within a few weeks of one another. The result was heavy congestion and inability to meet demands for payment. The American exporter whose goods were most satisfactory from every point of view was preferred. The others received notification of 'refusal to accept,' or where the obligation was difficult to escape, requests for 'extensions.' The ever-rising dollar produced demands for further and still further 'extensions,' many of which—because of tight money and restricted credits at home—ended in compromises which permitted the Brazilian importer to take his goods out of customs at saleable prices.

"By the placing of duplicate orders, as a means of procuring shipment during last spring and early summer, the Brazilian importers, as goods came through in the rush of mid-summer and early fall, found themselves heavily 'over-bought.' It could scarcely be otherwise, as there was every temptation to overbuy. The end of 1919 saw a favourable trade balance for Brazil of more than \$250,000,000, indicating a condition of prosperity as abnormal as it was misleading to the less thoughtful business man. Instead of conserving credits, the Brazilian merchants continued to buy, although exchange rates rose steadily.

"It would be misleading to indicate that this state of things was without local exceptions. There are, of course, as everywhere, quite a number of solid importing firms who neither have overbought nor have suffered impairment to their credit. There are importers and distributors—long established and experienced—who have not cancelled, repudiated or refused a single shipment from the United States. Likewise, there are exporters in New York, Boston, San Francisco, Philadelphia, Baltimore, New Orleans, etc., who, because of their long experience, did not neglect their foreign buyers, shipped promptly and regularly, and who have not suffered in consequence. These are the firms that have spent money to send capable and responsible men to select their agents here, to study the field, and who have been content to grow slowly and conservatively in this as in other new and distant fields of commerce.

"Notwithstanding the severity of conditions here, the people refuse to be discouraged. They instinctively know their own wonderful recuperative powers. Theirs is a land of promise and boundless opportunity. They are adaptable in the extreme."

BRITISH HONDURAS REGULATIONS FOR ENTRY OF GOODS

The Colonial Secretary of British Honduras has forwarded the Department of Trade and Commerce a copy of the regulations, adopted to govern the entry of goods under the preferential tariff recently enacted in pursuance of the Canada-West Indies Trade Agreement of June last. These regulations, which become effective April 1, 1921, are similar to those adopted in the case of Trinidad, and were published in full in *Weekly Bulletin* No. 881 of December 20, 1920. This article has now been reprinted in leaflet form, and will be forwarded, on request, to any interested Canadian exporter.

AUSTRALIAN COMMERCIAL NOTES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Tweeds Made by ex-Australian Soldiers

Melbourne, January 26, 1921.—The manufacture of hand-woven tweeds as an avocation for returned soldiers appears to have been successfully established in Australia. The factory, which is in Melbourne, was started about two years ago by the Repatriation Department, but is now governed by a trust comprising three directors appointed by the Soldiers' League, and is independent of official control.

At a recent meeting of the trust the chairman, in handing over to the operatives a bonus representing 10 per cent of their earnings in the past eleven months, gave the following details of the industry: The average salary earned in the factory was now £8 a week. Some men earned as much as £10 a week and over. One man would receive over £25 as bonus, and he had been at the factory only nine months. The business belonged to the men. The output had increased by over 400 per cent. If the business were wound up to-day each man, apart from his salary and bonus, would receive from £150 to £200; but he hoped the industry would go on as it has been going until each man's share would be worth £1,000. Everything depended on the men themselves, whose services had been loyal and praiseworthy. The Repatriation Department had advanced £1,000, which had been repaid. The industry had now no liabilities. The trustees were anxious to get a larger building, and they hoped to be able to secure certain looms which could be operated by soldiers having but one arm or one leg. About £10,000 would be necessary to obtain the larger premises and equipment required. The trustees could have paid the men a much larger bonus, but it was desirable to have a big reserve capitalized in the interests of the operatives.

Australian Production

According to a statement issued by the Commonwealth statistician, the productivity of the various Australian industries has shown marked expansion during recent years. In 1918, the latest year for which figures are available, the total value reached nearly £300,000,000. The returns given in the following table are, states the statistician, more approximate than any previously given, and may be taken as substantially correct. The table shows the approximate value of the production of all industries in Australia during the years 1909 to 1918:—

Year.	Agriculture.	Pastoral.	Dairy, Poultry, and Bees.	Forestry and Fisheries.	Mining.	Manufacturing	Total.
1909.....	£41,056,000	£50,864,000	£15,064,000	£4,462,000	£23,036,000	£39,713,000	£174,195,000
1910.....	39,752,000	56,993,000	17,387,000	4,789,000	23,222,000	45,598,000	187,741,000
1911.....	38,774,000	50,725,000	19,107,000	5,728,000	23,494,000	50,767,000	188,595,000
1912.....	45,754,000	51,615,000	20,280,000	6,432,000	25,645,000	57,022,000	206,748,000
1913.....	46,162,000	57,866,000	20,341,000	6,338,000	25,810,000	61,586,000	218,103,000
1914.....	36,052,000	60,265,000	21,562,000	6,419,000	22,275,000	62,922,000	209,495,000
1915.....	73,769,000	65,607,000	21,156,000	5,777,000	22,428,000	62,883,000	251,620,000
1916.....	60,207,000	89,939,000	26,949,000	5,505,000	23,606,000	64,205,000	270,411,000
1917.....	57,967,000	93,435,000	31,326,000	5,523,000	25,581,000	69,797,000	283,629,000
1918.....	58,080,000	98,297,000	33,738,000	7,137,000	26,156,000	75,261,000	298,669,000

In a subsidiary table of relative productivity, it is shown that the total production since 1913 averaged per head of the population as follows: 1913, £44.77; 1914, £42.40; 1915, £51.02; 1916, £55.47; 1917, £57.47; and 1918, £59.37.

Production of Gold in Australia

The production of gold in Australia has been decreasing for some years, mainly owing to the higher rates of pay demanded by miners, and other increased costs incidental to the industry.

The quantity produced in 1920 in the whole of the Commonwealth was 948,672 fine ounces, a decrease of 112,731 ounces when compared with the yield of 1919. In 1905 the yield was 3,665,865 ounces. It was thought that recent discoveries of new fields in Western Australia would arrest the continuous decline in production, but these hopes were not realized. The western state, however, still produces a much greater quantity of the metal than any other state in the Commonwealth. The yield in each state during the past two years was as follows:—

	1919	1920	- Decrease + Increase
	Fine Oz.	Fine Oz.	Fine Oz.
Western Australia	724,053	617,842	- 106,211
Victoria	135,427	152,792	+ 17,365
New South Wales	65,823	48,907	- 16,931
Queensland	120,885	114,181	- 6,704
Tasmania	8,400	8,110	- 290
South Australia	6,800	6,840	+ 40
Commonwealth	1,061,403	948,672	- 112,731

Oil Prospecting in Australia

The reward of £50,000 offered by the Australian Government for the discovery of oil in payable quantities within the Commonwealth is promoting much activity in the search for it in almost every part of the country. In addition to the boring operations which for some time have been conducted by the Commonwealth Government in Papua (New Guinea), the Home and Territories Department has granted a number of applications for leases of large areas for prospecting purposes in the northern territory, where indications are considered to amply justify investigations on a large scale.

Numerous companies have been formed in every state, some of which—in New South Wales, Queensland, Western Australia and South Australia—have already started boring operations, and all are very hopeful of ultimately locating large supplies of this valuable commodity. If expert opinion goes for anything, strong indications of the existence of petroleum abound in many parts of Australia, but hitherto no definite success has attended its search.

MARKET FOR TRUNKS AND TRAVELLING BAGS IN DUTCH EAST INDIES

Suit cases, cloth and leather lined; kit bags; small leather and fibre boxes; and rattan bags with leather trimmings of German, Austrian, English, and Japanese make are stocked by the department and men's furnishing stores in the Dutch East Indies, says the *United States Commerce Reports*. The trunk trade is held by European makes, a few American trunks being offered at a high price by one department store in Batavia. There is a large sale for box trunks with one tray and women's hat boxes. A sheet-iron box with three locks and sliding bolt, without trays, is used by all classes, as it is rat-proof and very convenient for travelling in the tropics. The quality and design of American trunks appeal to the trade of this colony, but sale is very slow at the prices asked.

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

X

The Mexican Markets—*Continued*

IRON AND STEEL GOODS

Before the European war, both Great Britain and Germany held a good share of the iron and steel trade of Mexico. Now, however, the United States is practically supreme in this field. American exports to Mexico for the first ten months of 1920 of all kinds of iron and steel goods, including manufactured articles of iron and steel, amounted to some \$20,000,000, as compared with some \$5,000,000 for the corresponding period of 1918. For the fiscal year 1913, Mexican Government statistics* showed imports of iron and steel goods of all kinds to a value of about \$11,000,000, 75 per cent of which was of American manufacture. Canadian exports of iron and steel goods to Mexico were negligible until the fiscal year 1920, which showed exports of such goods to Mexico to the value of some \$120,000.

The following table compiled from statistics published by the United States Department of Commerce shows the values in dollars of the leading lines of iron and steel goods exported from the United States to Mexico for the first ten months of the years 1918, 1919 and 1920:—

	Ten Months ending October		
	1918	1919	1920
Pipes and fittings (wrought)	\$1,547,793	\$5,382,811	\$10,094,413
Pipes and fittings (cast)	795,588	745,941	1,352,544
Wire nails	120,302	154,971	322,425
Steel rails	73,467	432,379	390,291
Sheets and plates (galvanized)	251,203	383,624	578,258
Steel plates . . . . .	.....	.....	612,040
Steel sheets	31,498	143,163	315,440
Structural iron and steel	87,518	331,881	1,107,483
Barbed wire	106,225	204,787	202,347

* Complete and detailed reliable statistics of Mexican imports not being generally available, the figures quoted in these articles are for the most part only approximately correct, except where United States and Canadian Government reports are quoted.

Oil Piping.—Two sizes of pipe are generally in use for pipe lines in Mexico: first, the 8-inch (internal diameter) pipe, with a thickness of .322 inches and weighing 29.21 pounds per foot; second, the 10-inch (internal diameter) pipe, with a thickness of .365 inches and weighing 41.64 pounds per foot, both with eight threads per inch of screw. Any Canadian manufacturer interested in supplying the oil companies in Mexico should go to their offices in New York, where nearly all their purchases are made.

Structural Iron and Steel.—From now on, Mexico will require large quantities of all kinds of structural iron and steel. Many buildings in course of construction were halted during the revolutionary period, and work has been resumed on many of these only this year. This is particularly true of Government buildings. There are several uncompleted structures of immense size in Mexico City, upon which millions of pesos have been spent, and which the Federal and city governments are now preparing to complete. Large orders are about to be placed, and any Canadian exporter in a position to supply structural iron and steel at competitive prices should at once get in touch with building contractors in Mexico City. Large quantities of corrugated iron sheeting are now being used in Mexico, particularly on the coast and in the oil districts. For Mexico, this product should be in six-foot lengths, with a gauge of 24 inches for use at the coast and of 26 inches for Mexico City, on account of the difference in oxidation at sea-level and at high altitudes.

AGRICULTURAL MACHINERY

General Considerations.—In a previous article of this series the agricultural development of Mexico was referred to at some length. It was there stated that the agrarian problem was probably the greatest problem facing the Mexican Government to-day, that the present Government recognize this fact and are taking energetic steps to develop the rich agricultural resources of their country. It is realized that what the Mexican agriculturist needs more than anything else is education, particularly in the use of modern agricultural machinery. In many parts of Mexico to-day may be seen the primitive one-handled wooden stick plough drawn by slow-moving oxen and guided by the illiterate peasant, who is fortunate if he receives 50 centavos a day for his work. In many cases modern single-shared steel ploughs have replaced the time-honoured wooden stick plough, but one very seldom sees a tractor in Mexico doing the work of oxen in ploughing. The writer has watched twenty or thirty yoke of oxen dragging as many ploughs across a single field—a job which to inexperienced eyes would be accomplished in less time and much more economically by a single tractor requiring at the most two men for operation, as compared with the twenty or thirty men required for guiding as many yoke of oxen. There are several factors peculiar to certain districts of Mexico, however, which at present militate against the extensive employment of anything but the simplest of the modern agricultural implements.

In the first place, the Mexican agricultural labourer is a simple, irresponsible fellow who resents the intrusion of modern methods and is content to cultivate the land in the same primitive fashion as have his predecessors for centuries past. Binders and tractors are modern intrusions into which he is, figuratively speaking, usually throwing sand. There are so many parts to these machines which the simple native can manage to steal or lose that they are often held idle when they are most urgently needed. When the farm is close to a repair shop these implements are frequently in need of repair because the repair man may reward the peon when he brings in a broken machine for mending. If the farm is far away from a spare part depot the broken machine may be idle for weeks.

In the second place, as far as tractors are concerned, native labour and oxen are so cheap that on many farms tractors are considered too expensive to operate. A mechanic who understands tractors must usually be imported at high wages, while gasoline costs at least 50 or 60 cents per gallon in the rural districts. A prominent Mexican farmer who was educated in a Canadian college told the writer that after two or three years of experiment with tractors he had finally abandoned traction altogether. He found that the number of oxen and men required to replace one tractor cost him less in maintenance than the gasoline, repairs, and loss of time in the operation of a tractor. In certain portions of Mexico, too, the ploughing must be done during the first few days of the rainy season in June, as at other times the ground is too hard. It has been found that in these districts the tractor has not been successful, because the heavy rain makes the first few inches of topsoil so soft and sloppy on the hard undersurface that the average tractor cannot get a grip and the wheels race. In some districts of Mexico, particularly where irrigation is practised, tractors have been found to be economical and successful. In the northern districts, where many of the labourers have worked for periods in the southern United States, tractors are more generally used than in the south of Mexico. There is another rather amusing reason why tractors are used more in some districts than in others, and that is that in the bandit-infested regions of the recent revolutionary periods it was found that while the bandits drove away the oxen and mules, tractors were too cumbersome to carry off, and the farmer was thus able to keep his movable property.

MEXICAN GOVERNMENT ASSISTING FARMERS TO PURCHASE MACHINERY

There has recently been created by the Mexican Government a new department of the Secretaria de Agricultura called the Departamento Comercial for the purpose of

financing the purchase of agricultural supplies by the farmers of Mexico. This department purchases agricultural machinery and tools of every description required in Mexico from American manufacturers. A central warehouse and showroom has been established in Mexico City, where intending purchasers may see and have explained to them the various types of machines stocked. Other showrooms and offices are being opened in various agricultural centres throughout the Republic, such as Monterrey, Torréon, Guadalajara, Puebla, Vera Cruz.

The Mexican Government import their machinery free of duty and have an arrangement with the Mexican railways which provides for free transportation of agricultural machinery. The Government is thus able to sell machinery at lower prices than the manufacturers, many of whom have offices in Mexico City. These American manufacturers have the advantage, however, of the expert knowledge and salesmanship of their own representatives in the country, who speak Spanish and who have been trained in the plants manufacturing the machinery. They are thus able to sell machinery in spite of the somewhat lower prices charged by the Mexican Government.

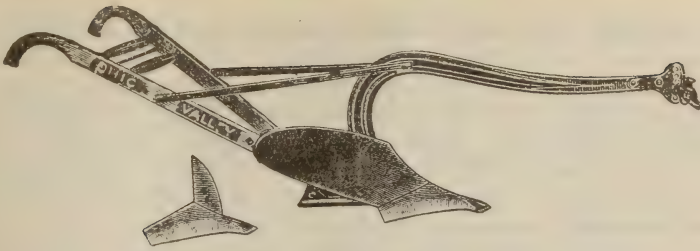
Canadian manufacturers of agricultural machinery, unless they wish to entail the expense of opening an office, could obtain an opportunity in Mexico by arranging with the Mexican Department of Agriculture to catalogue and stock their goods at their different showrooms in the country. Officials of the Department of Agriculture assured the writer that they would be very glad, indeed, to give every facility to Canadian manufacturers of agricultural machinery, providing that their goods could sell on a competitive basis with Americans. Any Canadian manufacturer wishing avail himself of this opportunity should communicate with the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, who is now able to provide the necessary instructions for getting into touch with the proper authorities of the Department of Agriculture in Mexico City.

Ploughs and Cultivators.—The only agricultural machinery tabulated in the monthly summary of the foreign commerce of the United States, as being exported to Mexico, are ploughs and cultivators. For the first ten months of 1920, the United States exported ploughs and cultivators to Mexico to the value of \$549,016; for the corresponding period of 1919 the figure was \$389,867, and for 1918, \$292,929. For the fiscal year 1913, statistics of the Mexican Government place the value of imports of all agricultural implements and tools at 1,201,976 pesos or slightly more than the imports for ten months of 1920 of ploughs and cultivators from the United States. In most districts of Mexico the modern plough is replacing the primitive wooden stick plough. Just as the Mexican peasant clings to his old traditional usages as long as he can, in like manner he clings to a modern trade-marked article he has adopted and refuses to take any other "just as good." It is said that farmers in some districts of Mexico will buy a plough only when it has the name "Avery" on it. It seems that the ploughs made by the Avery people suited them and they would not change, in some cases, even for a lower-priced plough. The mark means so much to the Mexican that manufacturers should ensure that their mark is striking and unmistakable.

The illustrations on the opposite page are of some of the different types of ploughs and cultivators recommended to farmers by the Department of Agriculture as best adapted for use in Mexico. The notes accompanying the illustrations are translations of those published by the Mexican department for the guidance of purchasers.

OTHER MACHINERY

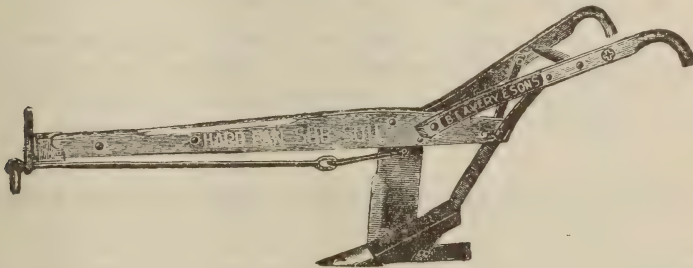
Figures are not yet available showing the classified volume and value of the importations of machinery into Mexico. Mexican Government statistics for the fiscal year 1913 place the total value of the importations of machinery of all kinds for industrial, mining and agricultural purposes at 22,756,036 pesos. Of this total,



Mouldboard and Disc Ploughs Series B.

This series comprises all those ploughs which are well adapted for general use on lands of great variety. They are very popular and of great duration. Their mouldboards or discs are constructed with a special curve which enables them to do satisfactory work on all kinds of lands.

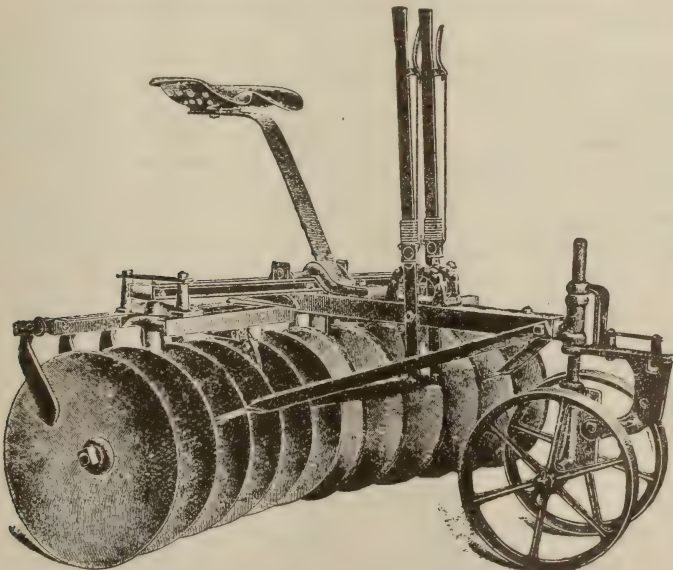
Cut 30 centimetres. Weight 49.44 kilogrammes.



Series "B."

Steel plough for loosening and pulverizing the subsoil at a great depth. This plough does not turn or lift up the soil, but leaves it in its place well pulverized and loose, facilitating thereby the retention of humidity, the rapid penetration of the roots and preventing the washing away of the surface.

Weight 44 kilogrammes. Depth 50 centimetres.



Disc Harrows with Forecarriage.

The forecarriage permits the shaft to work more easily, facilitates turning, principally in banana and cocoa cultivation where, as the lanes are very narrow, turning must be done in a reduced space. These harrows are very adequate for any preparatory work, particularly for breaking up hard lumpy soil. They are also employed with success for weeding and for rice planting.

15,326,153 pesos was American, 4,068,411 British, and 2,197,563 German. Most of Mexico's machinery imports are for her mining, textile and oil industries. Great Britain still retains the textile machinery trade, while the United States pretty well monopolizes the mining and oil machinery business in Mexico. In the first ten months of 1920, American exports of metal working machinery to Mexico amounted to \$428,765, as compared with \$185,228 for the previous year. In 1919 Mexico imported around \$200,000 worth of wood-working machinery. Mexico also requires at the present time excavating machinery, hoists and cranes, cement mixers, printing and bookbinding machinery, paper mill machinery, shoe machinery, electrical and transmission machinery.

Sewing Machines were imported from the United States to the value of \$470,000 during the first ten months of 1920, compared with \$159,973 for the same period of 1918. It is now the ambition of even the humblest Mexican woman to own a sewing machine, and "Singer" sewing machines may be seen in humble adobe huts, where the only other furniture consists of boxes and stools.

Typewriters.—Mexico imported \$427,894 worth of typewriters during the first ten months of 1920, compared with \$256,969 for the corresponding period of 1918. Modern labour-saving office devices are used throughout Mexico. American machines have had the monopoly of this business, but German makes are now gaining some headway.

GROWTH OF GERMAN IMPORTS INTO UNITED KINGDOM

The *London Times* under date of February 22 publishes figures referred to in the British House of Commons showing the growth of imports for certain articles consigned from Germany into the United Kingdom during the last six months of the calendar year 1920:—

Article and unit of quantity	Quarter ended September 30, 1920		Quarter ended December 31, 1920	
	Quantity	Value	Quantity	Value
Apples, raw. cwt.	6,286	£ 14,339	23,893	£ 43,441
Hops. "	456	6,998	4,120	63,251
Sugar, unrefined. "	3,670	11,927	144,146	240,432
Flax. tons	8	2,440	132	32,795
Seeds (agricultural and horti- cultural) other than oil seeds. cwt.	1,836	9,359	5,951	35,117
Earthenware—				
Jet, Rockingham, etc. "	8,413	42,114	13,368	63,013
Glassware, illuminating. "	15,468	76,849	19,651	105,520
Glass bottles. "	87,616	126,873	113,308	164,430
Steel bars, rods, angles, shapes, and sections. tons	162	6,866	1,276	43,785
Iron or steel tubes, pipes, and fittings. "	599	29,546	1,066	47,012
Enamelled hollow-ware, domes- tic. "	604	67,777	1,071	98,387
Copper in bars, blocks, etc., electrolytic. "	203	22,023	1,416	143,386
Lead, pig. "	1,762	66,873	3,884	136,251
Zinc, crude. "	1,644	67,356	7,671	314,612
Machinery for printing, book- binding, etc. "	125	24,556	206	33,615
Cotton manufactures—smallwares.	534	41,241	891	58,264
Wollen and worsted tissues. cwt.	4,439	40,755	6,727	56,624
Jute piece-goods. "	22,024	27,788	37,168	33,698
Cotton gloves. doz. pr.	241	37,345	16,128	50,055
Potassium nitrate. cwt.	13,934	702	38,340	38,340
Silver nitrate. lb.	23,732	26,999	52,876	52,876
Dyes and dyestuffs obtained from coal tar. cwt.	104	1,010,546	59,366	3,041,798
Leather, dressed, japanned, enamelled, etc. "	104	17,727	164	27,461
Motor car parts and accessories (except chassis).	43,793	74,180	485,337	485,337
Toys and games not of rubber or leather.	304,557			

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 9, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending March 9; those for the week ending March 2 are also given for the sake of comparison:—

		Parity.	Week ending March 2, 1921.	Week ending March 9, 1921.
Britain.	f	1.00	\$4.4278	\$4.4301
France.	Fr.	1. .193	.0816	.0809
Italy.	Lira	1. .193	.0417	.0419
Holland.	Florin	1. .402	.3904	.3899
Belgium.	Fr.	1. .193	.0852	.0848
Spain.	Pes.	1. .193	.1587	.1580
Portugal.	Esc.	1. 1.08	.1038	.1037
Switzerland.	Fr.	1. .193	.1894	.1910
Germany.	Mk.	1. .238	.0181	.0179
Greece.	Dr.	1. .193	.0851	.0866
Norway.	Kr.	1. .268	.1889	.1818
Sweden.	Kr.	1. .268	.2539	.2548
Denmark.	Kr.	1. .268	.1992	.1904
Japan.	Yen	1. .498	.5513	.5532
India.	R.	1. 2s.	.2996	.2908
United States.	\$	1. \$1.00	1.1415	1.1406
Argentina.	Pes.	1. .965	.9046	.8996
Brazil.	Mil.	1. .4850	.1797	.1767
Roumania.	Lei	1. .193	.0156	.0150
Jamaica.	f	1. 4.86	4.452	4.4199
Barbados.	\$	1. 1.	.92 - .94½	.91½ - .94
British Guiana.	\$	1. 1.	.92 - .94½	.91½ - .94
Trinidad.	\$	1. 1.	.92 - .94½	.91½ - .94
Dominica.	\$	1. 1.	.92 - .94½	.91½ - .94
Grenada.	\$	1. 1.	.92 - .94½	.91½ - .94
St. Kitts.	\$	1. 1.	.92 - .94½	.91½ - .94
St. Lucia.	\$	1. 1.	.92 - .94½	.91½ - .94
St. Vincent.	\$	1. 1.	.92 - .94½	.91½ - .94
Tobago.	\$	1. 1.	.92 - .94½	.91½ - .94

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

Food Products

2789. **Gallon apples.**—A Liverpool firm wish to get into touch with the packers of a good brand of the above with a view to purchase or handling on commission.

2790. **Gallon apples and canned tomatoes.**—A Liverpool firm desire to secure an exclusive agency for packers of the above not represented in the United Kingdom.

2791. **Apples.**—A Liverpool firm ask to be placed in communication with shippers of boxed apples.

2792. **Manitoba wheat.**—Firm in Italy require sample offer for Manitoba wheat, Nos. 1 and 2, *pro forma* contracts and quotations with 1 per cent commission for c.i.f. Italian ports, as Naples, Genoa, and Trieste.

2793. **Food products and other goods.**—General commission agent and manufacturers' representative, with office in New Amsterdam, Berbice, etc., desires to represent Canadian manufacturers and exporters in British Guiana. Is particularly interested in foodstuffs, but is open to consider representation for any other Canadian goods. Bank reference.

Sporting Goods

2794. **Canoes.**—Secretaries of various Belgian aquatic clubs desire to receive catalogues and prices of Canadian canoes delivered in Antwerp.

2795. **Canoe motors and outboard motors.**—Belgian aquatic club desire to receive full particulars and prices of Canadian canoe motors and outboard motors.

2796. **Sporting guns and ammunition.**—President of Belgian gun club desires to receive Canadian catalogues and prices of firearms and ammunition.

Miscellaneous Products

2797. **Mica and asbestos.**—Dutchman in Belgium desires to receive quotations from Canadian manufacturers of mica and asbestos.

2798. **Flake graphite.**—One of the largest and most influential British concerns in Japan are in the market for large quantities of flake graphite, 82 to 98 per cent carbon, and would be glad to have fair average samples of Canadian graphite together with best prices c.i.f. Kobe, and all other information in connection with shipment of same.

2799. **Small gramophone records.**—An important Japanese importer is in the market for 50,000 phonograph records of approximately 7-inch diameter, which retail in the neighbourhood of 10 cents or 15 cents in Canada, and samples and prices are requested at once.

2800. **Lumber.**—Lumber company, United States, are in the market for the following: 4,000 feet 5/4 1st and 2nd unselected birch, 8,000 feet 4/4 1st and 2nd unselected birch, 1,000 feet 5/4 1st and 2nd red beech, 3,000 feet 4/4 red beech. Balance car 8/4 shop or shop and better white pine or can leave off the beech or white pine and increase the birch. Quotation is required for delivery at Pittsburgh, and full description must be given as to widths, lengths, and material. The company also wish particulars of any other stock available for disposal, especially as regards white pine, hemlock, hardwoods, and lath.

2801. **Pulpstones and grinding pulp for paper making.**—A British firm of good standing desire to be put in touch with a reliable Canadian manufacturer of the above. Samples of the stone, also prices c.i.f. Yokohama on sizes as specified below are requested: size 54 inches diameter by 27 inches wide, centre hole 10 inches; size 54 inches diameter by 27 inches wide, centre hole 7 inches. Quality No. 1. Must be well packed to prevent breakage; lagging and battens to be at least $\frac{3}{4}$ inch or 1 inch thick; side battens to be at least $1\frac{1}{2}$ inch or 2 inches; all well hooped with iron bands to prevent breakage.

2803. **Agents.**—Vancouver firm of importers and exporters, with branches throughout Canada and Europe, desire additional agencies from manufacturers the world over. Their experience covers all Europe and North America, and firms of good standing can be assured of live representation in Western Canada. Inquiries are invited for all British Columbia products and manufactures. The company are well represented in foreign countries by agents, and Canadian manufacturers desirous of developing business abroad are particularly requested to communicate.

2804. **Agency.**—Traveller who intends shortly making trip throughout the British West Indies and South American ports would like to get in touch with Canadian manufacturers who are desirous of extending their business to these ports and are not now being represented.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

To LIVERPOOL.—*Metagama*, C.P.O.S. Line, about March 16; *Empress of France*, C.P.O.S. Line, about March 24; *Melita*, C.P.O.S. Line, about March 26.

To LONDON.—*Bosworth*, C.P.O.S. Line, about March 19; *Holbrook*, C.P.O.S. Line, about April 8; *Tunisian*, C.P.O.S. Line, about April 18.

To GLASGOW.—*Pretorian*, C.P.O.S. Line, about April 1; *Sicilian*, C.P.O.S. Line, about April 14.

To MANCHESTER.—*Manchester Importer*, Manchester Liners, about March 23.

To SOUTHAMPTON.—Scandinavian, C.P.O.S. Line, about April 1; *Corsican*, C.P.O.S. Line, about April 16.

To BELFAST.—*Ramore Head*, about March 20.

To DUBLIN.—*Dunaff Head*, Head Line, about March 31.

To ST. JOHN'S, NEWFOUNDLAND.—*Manola*, Canada Steamship Lines, about March 20.

To ANTWERP.—*Bosworth*, C.P.O.S. Line, about March 19; *Scandinavian*, C.P.O.S. Line, about April 1; *Holbrook*, C.P.O.S. Line, about April 8; *Corsican*, C.P.O.S. Line, about April 16.

To ROTTERDAM AND HAMBURG.—*Ramore Head*, Head Line, about March 20.

To HAVRE.—*Tunisian*, C.P.O.S. Line, about April 18.

To AUSTRALIA AND NEW ZEALAND.—*Canadian Planter*, Canadian Government Merchant Marine, Ltd., March 14; *Carpentaria*, New Zealand Shipping Company, about March 23.

To EASTERN AND FAR EASTERN PORTS.—*Hellenes*, Houston Line, about March 25.

To SOUTH AFRICA.—*Fantae*, Elder-Dempster & Co., March 25.

From Halifax

To NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about March 23.

To BRITISH WEST INDIES.—*Chaudiere*, Royal Mail Steam Packet Company, about March 18.

To LIVERPOOL.—*Haverford*, White Star-Dominion Line, about March 14; *Caronia*, Cunard Line, about March 19; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about March 20; *Sachem*, Furness, Withy & Co., about March 20 (via Newfoundland); *Cassandra*, Anchor-Donaldson Line, about April 1; *Canada*, White Star-Dominion Line, about April 3.

To MANCHESTER.—*Manchester Importer*, Furness, Withy & Co., about March 25.

To ST. JOHN'S (NFLD.).—*Rosalind*, Red Cross Line, about March 15; *Sable I.*, Farquhar & Co., Ltd., about March 15; *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about March 17.

To HAMBURG, DANZIG, AND LIBAU.—*Gothland*, Red Star Line, about March 28.

To RIO DE JANEIRO, SANTOS, BRAZIL, MONTEVIDEO, AND BUENOS AIRES.—*Canadian Miller*, Canadian Government Merchant Marine, Ltd., about March 20.

To BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Beaver*, Canadian Government Merchant Marine, Ltd., about March 23.

To HAVANA (CUBA).—*Canadian Adventurer*, Canadian Government Merchant Marine, Ltd., about March 20.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO GLASGOW.—*Canadian Runner*, Canadian Government Merchant Marine, Ltd., about March 14; *Cassandra*, Anchor-Donaldson Line, about April 1; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about March 20.

From Victoria

TO HONG KONG, MANILA, YOKOHAMA, AND KOBE.—*Teucer*, Blue Funnel Line, about March 15.

From Vancouver, B.C.

TO SYDNEY AND MELBOURNE.—*Canadian Skirmisher*, Canadian Government Merchant Marine, Ltd., about March 20.

TO AUCKLAND, WELLINGTON, AND LYTTELTON.—*Canadian Winner*, Canadian Government Merchant Marine, Ltd., about April 15.

TO SINGAPORE, COLOMBO, AND BOMBAY.—*Canadian Traveller*, Canadian Government Merchant Marine, Ltd., about March 30.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Statesman*, Harrison Direct Line, about April 1.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Prospector*, Canadian Government Merchant Marine, Ltd., about March 15.

TO AUSTRALIA AND NEW ZEALAND.—*Makura*, Canadian-Australasian Royal Mail Line, about March 30.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about April 28.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about April 19.

NEW STEAMSHIP SERVICE BETWEEN SPAIN AND NEW YORK

According to a report under date of March 2 in the *United States Commerce Reports*, Consul Hurst, of Cadiz, Spain, reports that a company at Cadiz has recently established a number of new steamship connections for passengers and freight between that city and New York, and also Spanish Morocco and the Canary Islands. In addition, a regular service has been established between Cadiz and all Spanish ports along the Atlantic and Mediterranean coasts. A monthly service from Cadiz to New York direct has also been instituted.

AUSTRALIAN SITUATION IMPROVING

In reply to an inquiry as to whether it is yet possible to obtain payment in Australia for bills drawn against shipments from Canada, the Dominion Bureau of Information, New York, wired under date of March 10 as follows:—

“Australian Commissioner states wheat moving freely and foreign credits improving. Believes that matters will be normal in April.”

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten-letter Western Union code, which will be changed by the 1st of May to the five letter Bentley code.

Argentine Republic.

E. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

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DEPARTMENT OF TRADE AND COMMERCE

CANADA



A view of the Port of Barcelona. (See p. 481)

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(Minister of Trade and Commerce)

OTTAWA
THOMAS MULVEY
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

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Monday, March 21, 1921

No. 894

INDIA AND THE MIDDLE EAST AS A MARKET FOR AGRICULTURAL MACHINERY

H. R. POUSSETTE, DIRECTOR, COMMERCIAL INTELLIGENCE SERVICE

[This is the third of this series of articles on the Markets of India and the Middle East. The first article dealt with provisions and appeared in No. 892; the second discussed the market for wood and timber and paper, appearing in the last issue, No. 893.]

[It should be noted that the nominal value of the rupee is now 2 shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. to 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000 rupees; a crore equals 100 lacs. In India the rupee is divided into 16 annas, and the annas are further subdivided into 4 pice. In Ceylon the rupee is divided decimally.]

Considering that about 70 per cent of the population of India are dependent upon agriculture and that modern implements and machinery are not made in the country, the imports are ridiculously small, only amounting in the fiscal year 1919-20 to a little over Rs. 20 lacs, or say at the normal rate of exchange to £200,000. But these figures show a considerable increase over 1917-18, when the imports were only about £100,000. In addition to these figures, no doubt the Government also imported agricultural machinery, but as they are lumped in with hardware and cutlery, it is impossible to say just what they are, but it is more than likely they would be small.

The agricultural implements used in India are of the most primitive kind, and it is not improbable that they vary but little from those in use a thousand years ago; certainly they could not be much more simple. The following extract from Volume III of the *Indian Empire* is inserted, as it throws a good deal of light on the implements in use by the ryots of India, and is therefore likely to be of interest not only to Canadian manufacturers, but also to any one seeking information in regard to Indian life and customs.

"Indian tillage implements are generally few, simple in construction, and indigenous in pattern, for in a country of small holdings, poor cultivators, and very cheap labour there is little scope for labour-saving appliances. Those of some districts are more varied in kind and more effective than those of others, and the use of such patterns can in some cases be advantageously extended.

THE NATIVE PLOUGHS

"The plough is the principal implement, and is in many parts of India practically the only one used for preparatory tillage. There are many kinds, varying in weight and effectiveness, but the general pattern is the same for all. The part that penetrates the soil is a wedge-shaped block of hardwood. The draught-pole projects in front, and to it is attached the neck-yoke of the bullocks, while a short, single upright stilt behind serves as a guiding handle. The point of the wedge (to which an iron share is usually attached) loosens the soil to a depth which varies with circumstances, while the body of the wedge moves the loosened soil but does not invert it. In moist soil the plough works like a single-tined grubber. If the plough is light

the tillage is superficial, and the ground has to be gone over many times before the desired tilth is obtained. All Indian ploughs are not, however, light; there are many patterns intermediate in weight and effectiveness, between the small plough which the Bengal cultivator carries afield on his shoulders and the cumbrous Deccan implement to which four or six pairs of oxen are yoked. The latter is used in a fair season to bring up black soil into huge clods, and penetrates usually 10 to 12 inches. Thousands of iron turn-furrow ploughs have replaced these heavy indigenous ploughs in the black soil plains of Madras, and some also are in use in Bombay and the central provinces, but where light ploughing is sufficient the cost of iron ploughs militates against their adoption. In the alluvium of northern India a light plough with an iron soil-inverting mouldboard, drawn by draught-pole and neck-yoke, has been found useful. The hackneyed statement that an Indian plough merely scratches the surface is correct only as regards some tracts. Over the greater part of India a light plough is used for sowing seed. A bamboo seed-tube is attached to it, and the seed is dropped by hand through this tube as the plough works. The seed falls into the shallow furrow and is covered by the soil moved in making the next furrow. The seedlings do not come up in accurately straight rows, and some hindrance results to interculture, especially where the spacing of the groups would make it possible to use a bullock-hoe. The statistical returns for 1903-04 give the number of ploughs in British India outside Bengal as about 14,000,000. In Bengal complete figures are available only for four districts.

THE DECCAN SCARIFIER

"The scarifier is unknown in northern India, but is extensively used throughout the Deccan trap tract. The part which does effective work in loosening the surface soil and in eradicating weeds is an iron blade of varying length and shape. It is usually 3 feet or less in length and $2\frac{1}{2}$ to 4 inches wide, with the cutting edge sharper than the outer. The blade is fixed by two wooden or iron stays to a horizontal beam which forms the headpiece of the scarifier. To complete the implements a draught-pole and neck-yoke are required, with a stilt or handle to guide it. The scarifier is used extensively during the hot weather as a substitute for the plough, and also follows the plough to prepare the seed-bed. When at work the wooden headpiece passes over the surface and acts as a very effective clod crusher, while the blade, working below the surface, loosens two or three inches of soil, and raised weeds to the top. A heavy scarifier, drawn usually by four bullocks, is used with great advantage on black cotton soil in the hot weather. This soil cracks under the influence of a burning sun, and an inch or two of the surface also becomes friable. The scarifier loosens a little of the underlying hard layer, and through its action a good deal of the friable surface soil filters into the gaping cracks, so that every year a fresh layer is exposed for the reception of seed. A light scarifier is generally used after the seed-drill, to cover the seed and level the surface.

NATIVE SEED-DRILLS

"Seed-drills are used in the same tracts as the scarifier. They have a stout wooden headpiece which, like that of the scarifier, gives support and attachment to all other parts; and the pole, yoke, and guiding handle are secured in exactly the same way. Coulters are set obliquely at varying distances in the headpiece. A hole is drilled in each coulter, into which a bamboo tube is inserted. These tubes as they rise incline towards each other and meet about 3 feet from the ground to support the seed-bowl. Each tube communicated with a perforation in the seed-bowl, and bowl and seed-tubes are supported by ropes. The seed is fed by hand into the bowl. Two men are usually required for this implement—one to guide the bullocks and the other to sow the seed. At work, the coulters cut furrows into which the seed drops before the soil falls back, the covering being completed by a light scarifier. In sowing mixed crops the seed is either mixed in proper proportion before sowing, or that of the

subordinate crop is sown through a separate seed-tube, attached to the drill by means of a rope and guided along the track made by one of the coulters. In Gujarat many cultivators are extremely skilful in sowing seed with a drill. Cotton, for instance, is sown in accurately straight equidistant rows. The seed-drills which are used for sowing *rabi* crops on black soil are heavier than those used for *kharif* crops, so that, in the absence of rain, the seed may be deposited in a moist layer and thus germinate properly.

"The use of a seed-drill economizes seed and saves much hand labour in weeding. Where the spaces between the drills are wide, it also permits the use of bullock-hoes, which are constructed in precisely the same manner as the scarifier but on a miniature pattern, the blades being from 7 to 15 inches in length, according to the distance between the rows of crop for which they are intended. Bullock-hoes are worked in pairs drawn by one pair of bullocks but each implement is guided by a man. The blade of each hoe cuts weeds and stirs the surface soil between the rows of growing crop, these beneficial operations being repeatedly and expeditiously performed at little cost.

"A three or four-coultered seed-drill, with the seed-bowl and seed-tubes removed, is sometimes worked like a light-grubber or harrow; and a similarly constructed implement, with the tines closer together, is used as a harrow in the Madras and Bombay Presidencies. The hard wooden tines are a foot or less in length and are sometimes, but not always, tipped with iron. Levellers and clod-crushers are used to smooth the surface before sowing, and also to conserve moisture. They consist in many cases of a rectangular beam of wood drawn by one or more pairs of bullocks; in Bihar the beam is sometimes hollowed so as to give two sharp edges. The plank is drawn by a pair of bullocks, and the driver stands upon it to increase its effective power.

NATIVE AGRICULTURAL HAND IMPLEMENTS

"The hand-tools used in different provinces for specific purposes vary considerably in pattern. In Madras heavy soils are dug with a crowbar. These soils, as has been said, crack in the hot season, and the crowbar is inserted adroitly into the cracks and huge clods are levered out. In Bombay and Central India the Vaddars (professional diggers) use a strong blade of steel 15 to 18 inches long, and about 3 inches wide at the point. The blade is fitted, like a hoe, to a powerful hardwood handle 3 feet long. This implement is used with great effect on black soil when it has cracked. The tool used all over the country for purposes served in Europe by a spade or shovel has no appropriate English name. In northern India it is called *kodali*, in southern India *mamati*. It consists of an iron blade of varying width fitted to a wooden handle with which it makes an acute angle, and it is worked by the arms with the blade pointing towards the workman. Native picks vary in size and shape, and some of them are quaint in design. The original pick was made from the forked branch of a hardwood tree, and picks of this character are still extensively used in forest tracts. The indigenous iron pick is of very much the same shape, while its size depends upon the use it is put to. A small pick is used for lifting potatoes, *tumeric*, onions, and crops of that class. Picks of English pattern have been so extensively introduced for railway construction and on relief works that they are coming into somewhat general use.

"Sickles used for reaping grain crops or for grass cutting are all of much the same pattern. Some are saw-edged. A wornout sickle is cut down and shaped to make a serviceable weeding hoe (*khurpa*)."

There is no doubt that the lack of machinery among the peasants and their consequent lack of knowledge in its use is one of the greatest drawbacks to improvement in Indian agriculture. While a certain amount of modern machinery is imported, in relation to the enormous number of people who live by the soil, it can be said to be practically negligible.

SCOPE FOR MODERN AGRICULTURAL IMPLEMENTS DISCUSSED

It is exceedingly difficult to form an estimate as to the probable increase in the use of modern agricultural implements and machinery in India in the near future. Opinions have been sought from a number of importers, agriculturists, Government officials, and so forth, on this subject, but they have been so contradictory that in the end one is left in a condition of uncertainty.

To arrive at any conclusion, it was necessary to sift opinions. It appeared to the writer that those who were sanguine as to the adoption in the near future of modern methods were the ones who had given most study to the subject and were closest in touch with the agricultural population. Naturally these opinions vary to some extent, according to the parts of the country in which they were expressed, some being better adapted for modern machinery than others. The Indian peasant or the ryot as he is called is intensely conservative, but at the same time, so far as one can judge from reports, he is susceptible to demonstration and to explanation; in fact, there are those who say that he is most ready to adopt improved methods of cultivation if provided with the necessary means. But it is this very question of means which presents the great difficulty, in fact an insuperable difficulty in most cases, and there seems little hope of this state of affairs being removed, unless it be through the means afforded by co-operation.

MOST SUITABLE AREAS FOR THEIR SALE

The districts which would seem to present the best opportunity for the sale of modern machinery are Madras, the Punjab, the Central Provinces, the United Provinces and Bombay. Although Bengal is one of the largest and most populous of the provinces, rice and jute being its principal crops, and owing to the conditions under which these are grown, it does not seem likely that much can be done in this province, or at least for the present. In Madras and Bombay several dealers were optimistic as to the expanding use of tractor ploughs. The need of this Presidency appears to be for a tractor plough suitable to the heavy black cotton soil and which will be able to plough a furrow 8 to 10 inches deep and to turn the sod so completely that it will not fall back into the furrow. One feature strongly operating against the use of tractors in the greater part of India is, that the holdings of the ryots are exceedingly small and as irrigation is practised over the greater part of the country, their plots are surrounded with low embankments of earth to hold the water. Under these conditions, of course, it is practically impossible to use tractors, although it is highly likely that a way could be found if other difficulties did not present themselves. Where the tractor is likely to have its maximum use is in the breaking up of new ground for sugar, tea and coconut estates and for ploughing the larger farms which are to be found in the Punjab.

DEMONSTRATION ABSOLUTELY ESSENTIAL

Several American manufacturers are showing a great deal of enterprise in pushing the sale of tractors in India, Ceylon, and in fact throughout the whole of the Middle East, and they are performing a considerable amount of extremely useful work not only in experimentation but also in demonstration. It is only by the latter that the native of India will ever be brought to the use of modern machinery. One large firm in Madras, firmly convinced of the value of tractor ploughing, was very optimistic as to its future in that part of the country. The head of this firm stated that they had ordered 30 tractor ploughing outfits from the United States for the purpose of clearing a large tract of alluvial land. Their idea was that after the land had been put into shape, they might undertake ploughing contracts for zamindars and ryots. After the first demonstration on their estates, half a dozen of the neigh-

bouring peasants who, having heard of it, had come over to see the operation, begged that their land might be ploughed for them in a similar way. Every day about 50 ryots came from far and near to watch this ploughing—which fact bears eloquent witness to what has been said above, that, although a ryot may be conservative and must necessarily be ignorant, he is not opposed to the introduction of modern systems. Tractor ploughs will enable them to cultivate sugar cane, ground nut and cholani, which is a form of millet and very suitable for cultivation on black cotton soil. The field for tractor ploughing is inexhaustible and this firm thought it possible that by this means two crops a year might be reaped. It should be said, however, that Madras is probably more advanced than any other of the provinces, certainly more so than most. The outfit employed by the firm referred to was a three-furrow plough attached to a caterpillar tractor, but they were ordering six-furrow ploughs with new tractors which were on their way out.

FUTURE OF TRACTOR PLOUGHS

The Director of Agriculture of the Madras Presidency was also very sanguine as to the future of tractor ploughing. He admitted that small fields presented a barrier to modern methods, but he thought that in time the difficulties would be overcome, and he seemed quite confident that by demonstration it would be proved to the agricultural population that it would be profitable to adopt modern methods. It will be in the hope of obtaining that profit that the change will come, as whatever else the ryot may be, he is very keen to improve his condition financially.

In Rangoon importers were of the opinion that while tractor ploughing had no scope in Lower Burma, it was adapted for use in Upper Burma, for the cultivation of wheat and cotton. The head of one firm of managing agents in Rangoon has exemplified confidence in the practicability of tractors by introducing them on two or three estates for use in the cultivation of paddy, millet, sugar cane, peas and beans. The experience gained had further convinced his firm of the advantages of using the machine, and he expressed himself as confident of its early extended use by all agriculturists who are cultivating on anything approaching a large scale.

One machinery expert, the representative of one of the largest implement manufacturing concerns in the United States, was also most optimistic as to the possibilities of the use of modern machinery. He compared the Indian ryot to the Russian moujik, and quite unfavourably to the latter. As he pointed out, demonstration in Russia had led to an enormous use of machinery, and he saw no reason to doubt that in time the same thing might take place in India. This was his opinion, although one had to confess that it conflicted very sharply with the ideas of many others who possibly have had considerably more experience of life in India. One large importer stated, however, that five years ago inquiries for agricultural machinery were extremely rare, but now they come in by every mail. One reason advanced for the immediately extended use of agricultural machinery is the shortage of labour.

SHORTAGE OF LABOUR ON FARMS

It seems almost ridiculous in a country with a population numbering 315,000,000 that it should be possible to discuss such a thing as shortage of labour, but nevertheless such is evident, as is fully borne out by the remarks of those who are entitled to speak by their experience and knowledge. The reason given for the shortage of labour on the farms is that education is giving the rising generation a desire for town life, and that further, the immense expansion of Indian industries has had the tendency to draw labour away from the farms, which is a condition exactly similar to that experienced by many other countries, notably Canada and the United States. In the past when there were no railways, the labourer in India was born, brought up and

died in his village without probably ever having travelled a distance of more than ten or twenty miles from it. Communications were difficult, so that travelling was discouraged; but in these days of cheap railway travelling in India, the spread of education and the rapid dissemination of news, the villager is beginning to take an interest in outside affairs, and is not slow to realize that he can make higher wages in the towns than he can in the country, although he may be too ignorant at the present to realize that the higher wages bring him neither added comfort nor an improved social condition. Perhaps if one were to go to the very root of the question it would be found that there is not so much a shortage of labour—for in India men, women and children all work, or nearly all—as a shortage of energy, which may be to a certain extent the result of laziness, but which is also due no doubt to the effects of malaria, under-feeding and a number of other causes. But whatever may be the reasons, the point to be brought out here is that there is a shortage of labour or that a sufficiency of labour is not forthcoming at the present time for the needs of agriculture, and if this condition continues it will undoubtedly compel the greater use of labour-saving machinery.

INTRODUCTION OF MODERN AGRICULTURAL MACHINERY

In order to induce the ryots through, say, co-operation to adopt modern agricultural methods, it will no doubt be necessary to commence with the very simplest implements.

It must be remembered that the mind of the ryot works slowly, and therefore the plan adopted by the agents of an English manufacturing firm is probably the most helpful—to start him with a plough which is slightly better than the one he has been using. Before the war such a plough was sold for about Rs. 6, and nothing could be simpler in construction. Having appreciated the fact that this implement was an improvement on his old primitive contrivance, his mind was then prepared to receive a still wider impression in the form of a still better plough, but which was still of simple pattern. And it is thus by easy gradations that in time, providing nothing untoward occurs to check progress, the ryot will be brought to the full use of modern machinery. One thing that must be constantly borne in mind is that the ryot is poor, with a poverty that would seem almost incomprehensible to a Canadian farmer. Even the plough which was sold for Rs. 6 before the war, and which to-day would probably cost double that, is beyond the means of the vast majority. People in the Western world have no idea of the dire and abject poverty of the peasants of India. And what makes matters very much worse is that owing to the tendency of these people to borrow money they very early in life fall into the clutches of the money-lender, and from then on live in what is nothing less than a form of slavery, as once in the hands of money-lenders, these vampires take very good care that the borrowers never free themselves. With his happy-go-lucky ways on the one hand, and the usurious exactions of the money-lender on the other, the wretched ryot rarely has two annas that he can call his own. It is well that Canadian manufacturers should understand these conditions, as it will enable them to appreciate a good many things in India which might otherwise be somewhat puzzling, if not indeed incomprehensible.

There is one thing in connection with the eagerness of the ryots to improve their condition—or perhaps better said to make more money, although it may amount to the same thing in the end—one modern machine or implement in the hands of a farmer is the means of affording an object lesson in its utility to all his neighbours. One modern plough in a community should in time convince the remainder of the villagers that it is infinitely more efficient, and eventually more profitable, than the implement he is accustomed to use, which does little more than tickle the surface of the earth, and which has been employed from ancient times. The Indian with his primitive implement must go over and over the ground, perhaps ten or even twenty times,

until the earth is stirred up to his satisfaction, whereas with a modern steel plough and a steel harrow the same work, or very much better work, could be performed in one-tenth of the time, and with infinitely less effort, not only for the farmer himself, but also for his cattle.

PLOUGHS

The plough which would seem to be the most suitable for the use of the peasants is a light steel one capable of being drawn by a couple of bullocks and easily handled by one man. But in addition to the demand for a light steel mouldboard plough, there is also one for disc ploughs of the two-furrow type. Before the war Canadian ploughs were imported into this market, but it is not possible to tell from the statistics whether this is the case at present, for amongst imports no mention has been made of the present importation of Canadian implements. Some say that the native plough is most suitable to the ryot, but that is absurd. One expert, whose opinion is worth the highest consideration, stated that wherever a native plough could be used a steel one could be better used. Canadian ploughs are not in evidence on the market to-day, and this is unfortunate, as although they may not be suitable for the poorest class of peasants, they would no doubt find a sale in the Bombay Presidency, Punjab, and in the Central Provinces, where modern implements and machinery are more in use than in other parts of the country. A few light Canadian harrows are to be found, and it is said they are very suitable to the needs of the small cultivator. It may therefore be hoped and anticipated that the trade in this class of implements will increase.

It is very probable that tractor ploughing will show more rapid expansion than the use of the ordinary mouldboard or disc ploughs on small estates, as the former will be in demand by companies who undertake cultivation on a large scale. At the same time it is likely that the demand for steel ploughs, harrows, reapers, and mowers will show a steady increase.

HARVESTING MACHINERY

The demand for harvesting machinery is small, and is confined almost entirely to the Punjab and Central Provinces, where wheat is cultivated on a large scale. It is in these regions that the increase in this class of machinery may be expected.

Even in the provinces just mentioned where wheat is grown the use of threshing machines is extremely limited, and is confined almost entirely to large estates. So far as can be gathered, what demand there is for threshing machines is for one of a very small type and capable of being driven by a low-powered engine. There is also a certain call for feed cutters, cake crushers, and similar machinery.

The only threshers that appear to have a sale in India are those of 32 inches and 42 inches, which require engines of about 9- and 11-brake horse-power respectively to drive them. One feature of the machines used in India is that they must have a drum attachment for bruising and cutting the straw to a length of about 2 inches, so that it can be fed to cattle. India has an enormous number of cattle, but is poorly off for grazing, especially in the dry months, consequently every atom of straw is utilized.

SPRAYERS

The demand for sprayers is apparently not large, but as spraying is strongly advocated by the agricultural departments for tea bushes, rubber and other trees, in order to destroy insect pests, it is very probable that their sale will increase. All sorts of spraying machines are used.

BINDER TWINE

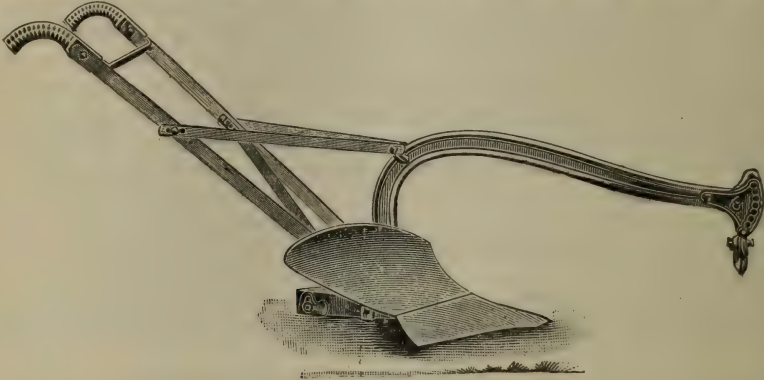
As the use of harvesting machinery is extremely limited, and binders are rarely if ever used, there is no sale for binder twine.

The Governor General in Council, on October 2, 1920, exempted from the payment of import duty leviable under Parts III and IV of Schedule II to the Indian

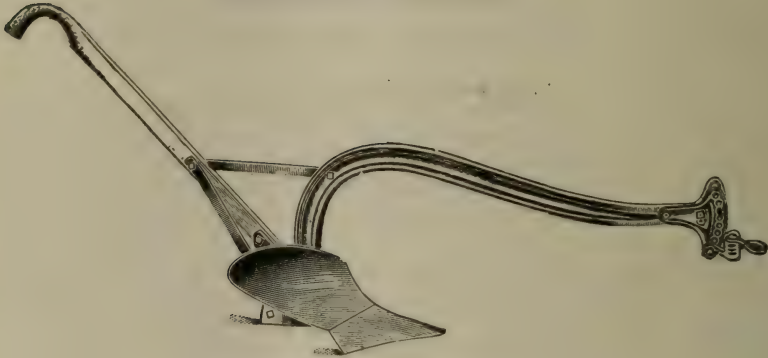
Tariff Act, 1894, the following agricultural implements, when so constructed as to be worked by power other than manual or animal, viz: winnowers, threshers, mowing and reaping machines, elevators, seed crushers, chaff cutters, root cutters, ploughs, cultivators, scarifiers, harrows, clod crushers, seed-drills, hay tedders and rakes.

These implements, when constructed to be worked by manual or animal power, were already free of duty.

Agricultural implements.—Two illustrations of ploughs used by ryots are included, one with a single wooden handle and the other with two steel handles. A third illus-



Showing Steel Handles Type



Showing one Wood Handle Type



A Native Indian Plough

tration shows the most simple native plough which is used in India, which is drawn by two bullocks. The length of the wooden shaft is 9 feet; the length of the wooden guide handle or upright is 4 feet. The net weight is 27 pounds. These ploughs are sold in India for from Rs. 7 to 8.

DAIRY MACHINERY

The statistics do not show the imports of dairy machinery, but if the information obtained from dealers is reliable—there is no reason to doubt it—the demand must be extremely small. The science of dairying has been very much neglected over the whole of India, but it would appear that attention is now being given to the subject, and the opinion of some who are in a position to know is that this industry will have a good future. A great deal, however, will require to be done before such a thing can be reached, principally in improving the strain of the country-bred cattle which are not suitable for dairy purposes and will require to be crossed with pure-bred stock. The question of feeding will also have to be taken up, as the methods which are in vogue at present are not such as will lead to the production either of large quantities of milk, or of milk containing a high proportion of butter fat.

There are very few dairy farms in the country, and those that have been established are more or less confined to a few Europeans, to the Military Farms Department of the Army, and to hospitals. The Military Farms, so far as can be learned, purchase their requirements of cream separators and other implements through the Stores Department of the India Office. Although the business is not large, it will probably be worth while for Canadian manufacturers to place themselves in touch with the India Office, as it is advisable that their goods become known in this market so that they may be ready for the demand which will probably spring up later on.

A few years ago some of the United States consuls and vice-consuls inquired into the trade in dairy implements, but judging from the reports, they appear to have found little to encourage them in the expectation of a wide demand. The Vice Consul-General at Calcutta reported that a few cream separators were kept in stock by two or three firms. The Consul at Madras reported that "the use of cream separators in this part of India is extremely limited, being restricted to only a few of the larger dairy establishments." The Vice-Consul at Rangoon stated that there were no large dairy farms in Burma, and no dealers who handled cream separators or other dairy implements. At Colombo the Consul reported that the market in Ceylon was extremely limited for cream separators owing to the fact that very little fresh butter is produced in the island for European consumption.

WINDMILLS

So far as could be ascertained, the demand for windmills is confined to the strip of coast in the Bombay Presidency. The reason for this is that in other parts of India there is not sufficient wind to drive the windmills in the season when they are most wanted—that is during the hot months. There appears to be quite a good sale in Bombay for wind pumps.

There is no doubt that in a country like India, where irrigation is of paramount importance, it would be a great advantage to the country if windmills could be used for that purpose, as they would provide a cheap method of lifting water. One factor which militates against their extended use is that they require careful attention if they are to be kept in efficient running order, and this is something which they are very unlikely to receive from the average agriculturist. Windmills which are being sold in Peninsula are imported from the United States.

AGRICULTURAL SCHOOLS, ETC

The Government of India and the various provincial governments, or some of them at least, are doing much useful work in spreading a scientific knowledge of agri-

culture amongst the people of India, but one official stated that unfortunately the agricultural departments are considerably understaffed. When one considers the enormous number of people in India who live by the soil, to say that the spread of a knowledge of modern methods amongst them will be of far-reaching consequences is to state a platitude; and yet a full recognition of this is not in evidence.

Much as has been stated is being done, but it shows what wonderful opportunities there are for still greater accomplishment, and when it is considered what an increased production of, say 20 per cent, would mean to the wealth of India, no effort would seem to be too great to bring about such a result. A 20 per cent increase in the production of India, even one of 10 per cent, would have tremendous consequences in the wealth which it would create, in the rise in the standard of living and in the enhanced demand for all kinds of articles. It is said that the yield per acre in India is less than that of any other country owing to the lack of manuring, and to the primitive methods which are practised. How to overcome these hindrances and to increase the productiveness of the land, is an economic problem which ranks second to none in India, and the solution of which it is to be hoped will receive the consideration and the support which it so eminently deserves.

INCREASED IMPORT DUTIES IN CHILE

According to a cablegram from Commercial Attaché C. A. McQueen, Santiago, under date of February 26, 1921, published in the *United States Commerce Reports*, a new law of February 23, 1921, raises all the Chilean import duties 50 per cent, with the following exceptions.

The tariff on the following articles remains unchanged:—

(Item 22) condensed milk; (item 27) canned salmon; (item 28) canned sardines; (item 122a) rice, whether or not hulled, even if broken; (item 133) cocoa, raw or in the bean, with or without shells; (item 133) cocoa shells, green or roasted; (item 136) coffee, in the bean, green, or roasted; (item 137) coffee husks; (item 139a) tea, in bulk; (item 139b) tea, in paper or cardboard packages; (item 139c) tea, in tins or receptacles of other materials; (item 140) yerba maté; (items 142-145) sugar, except powdered and muscovado sugars; (item ex 328) pens; (items 541-547) pencils of all kinds; (items 660, 661) packing cloth, coarse cloth, tarred or dyed, or not, for wrapping or lining clothing, of hemp, jute, etc.; (item 681) empty bags for grain, ores, nitrates, etc., of hemp, jute, etc.; (item 794) empty bags for grain, etc., of osnaburg; (item 1067) common benzine; (item 1087) solid paraffin; (item 1089) petroleum and other refined mineral oils not specified, for illuminating purposes; (item 1102) Prussian and ultramarine blue in any form; (item 1612) motor trucks not specified, assembled, or knocked down, and separate parts not subject to other duties; and (item 1641) machines and apparatus for industries and trades, locomotives, and tenders and traction engines, and motors and parts thereof for the above industries, not specified, unchanged.

The duties on the following have been raised 60 per cent above the duties recently in force:—

(Items 971-974) foundation muslin and embroidery canvas containing silk, and English crepe and felt for high hats of silk or containing silk; and (items 976-1058) fancy silk and mixed silk fabrics, manufactures and ready-made clothing of silk or of fabric containing silk.

On the following the duties have been raised 100 per cent:—

(Items 147-149) confectionery and sweetmeats; muscovado sugar in cakes or sticks; molasses candy; chocolate in paste or powdered and mixed with sugar, called cocoa; (items 152, 153) canned and preserved fruits, vegetables, and garden produce, and crackers, biscuits, and pastry products; (items 296-310) manufactures of gold, platinum, and silver; (items 1191-1194) mineral waters, nonalcoholic beverages, syrups, fruit juices, sherbets, and vinegar; and (items 1204-1212) toilet preparations.

The duties on (items 1195-1200, 1203) spirits, alcoholic bitters, beer and cider, and sparkling wines have been increased 200 per cent. On (items 1287 and 1288) medicinal soaps, the duty has been increased from 0.60 and 1 peso (unscented and scented) per kilo. of 2.2 pounds to 10 pesos per kilo.; balls (children's toys) increased from 0.12 peso per kilo. to 0.25 per kilo.; toys of rubber or celluloid (item 1764) from 2.40 pesos to 5 pesos per kilo.; (item 1765) mechanical toys, leather toys, and Christmas tree ornaments increased from 1.20 to 2.50 pesos per kilo.; and toys not specified (item 1766) increased from 0.70 peso to 1.50 pesos per kilo.

CANADA'S TRADE BALANCE WITH THE UNITED STATES AND THE RATE OF EXCHANGE

	Month of January From	Ten months ending January From	Twelve months ending January From
Imports into Canada for consumption—	United States	United States	United States
Total, 1921.....	\$51,844,857	\$743,726,156	\$898,984,675
1920.....	74,486,007	645,838,799	754,652,222
1919.....	59,431,482	641,389,601	753,146,209
	To	To	To
Exports from Canada (Canadian produce)—	United States	United States	United States
Total, 1921.....	\$32,490,302	\$474,734,684	\$551,522,444
1920.....	40,924,527	387,240,423	456,683,481
1919.....	38,836,250	385,430,112	445,337,307

(Reprinted from the general summary of the trade of Canada published in issue No. 892.)

When the effect of the above unfavourable trade balance is considered, together with the present exchange rate prevailing between Canada and the United States, it becomes disquieting. For it is in this aspect the above figures must be regarded, remembering that the American dollar is selling in Canada at a premium of slightly over 14 cents. Indeed the fact is not sufficiently appreciated that this adverse exchange rate is directly due to the adverse trade balance. For if Canada bought from the United States goods equivalent in value to those sold to them, generally speaking, no exchange problem would exist, as the amount of bills of exchange offered for sale would practically cover the requirements of debtors on both sides. Unfortunately, Canada, in the twelve months ending January, purchased \$347,462,231 of goods above what it sold. Consequently, to-day, every shipment of American merchandise into Canada involves an operation in foreign exchange to our disadvantage. This constantly increasing amount of American imports is a vital factor in forcing down the rate of the Canadian dollar to an unprecedented discount. Further, Canadian branches of American industries augment this situation, as their profits naturally return to their owners, while the unavoidable heavy amounts of interest Canada pays for her American borrowings intensify it. Conversely, for the same reasons, New York funds have risen to an unprecedented premium in Canada. Under the present conditions, therefore, the Canadian purchaser not only has to pay for the price of the goods, but also for the right to own American currency in which to pay for them. Moreover, since this increasing unfavourable balance of trade between the two countries is by no means counteracted by the steady increase of American investment in Canada, Canadian funds will always remain at a discount in New York so long as Canada buys more from the United States than it sells to it.

The balance of exchange follows the economic law of supply and demand. As a result, since the money of one country is not legal currency in another, but just a plain trading commodity, or evidence of indebtedness, a surplus of Canadian bills of exchange is being marketed in the United States. Consequently, the holders, in order to dispose of these, are obliged to lower their price until they become an attractive proposition to purchasers. The only corrective, therefore, to this situation is to curtail American imports and increase exports, for it must be remembered that when one country's currency is at a discount in another, the cost of imports from the second to the first is increased beyond their value.

COMMERCIAL CONDITIONS IN THE UNITED STATES

T. HURD, DOMINION BUREAU OF INFORMATION

New York, March 7, 1921.—It is quite evident that deflation of commodity prices has proceeded almost to the limit in this country. During the past month there have been some declines, but nothing like the proportion in previous months. Lead, copper, tin, and cotton are lower at the present time than at any period during the past three years. On the other hand, grains have slightly increased recently. Wheat reached its lowest price on February 3, when it was quoted in New York at \$1.78½. The lowest price last year was reached on November 27, when it was \$1.79.

Dun's index of wholesale prices for March 1 stands at \$181,921, as compared with \$185,822 for February 1. This index price is but 50 per cent higher than in 1913, so that it is reasonable to expect that any further declines will be less violent than those which have occurred during the past twelve months and that here and there there will be increases rather than declines. A close reading of the advertisements in the wholesale and retail newspapers published in this city indicate that the bottom has been reached in regard to quotations for merchandise. They also indicate that manufacturers are going ahead with a certain amount of confidence, believing that the present prices will be stationary.

Retailers are also beginning to buy more freely with the same belief. The only important exception to this is the case of the iron and steel trade. There the declines have proceeded more slowly than in other commodities.

The January trade figures by countries have just been issued at Washington, and are interesting. They show that the United States exports in January declined about 10 per cent. The exports to Canada declined from seventy-two million dollars (\$72,000,000) last year to fifty-four million dollars (\$54,000,000) this year. This is a decline of 25 per cent. United States exports to Great Britain fell off 50 per cent. However, exports to Mexico, Cuba, Argentina, Brazil, Chile, China, and British Indies increased.

The total value of merchandise exported to each of the principal countries during the month of January, compared with the corresponding month of last year, published by the Bureau of Foreign and Domestic Commerce, Department of Commerce, Washington, were as follows:—

	1921	1920
Belgium.. . . .	\$ 17,288,548	\$ 30,490,441
Denmark.. . . .	6,207,755	8,219,896
France.. . . .	35,825,135	67,073,886
Germany.. . . .	48,862,037	14,655,317
Greece.. . . .	4,936,764	4,046,261
Italy.. . . .	29,356,813	39,619,653
Netherlands.. . . .	27,007,015	22,712,142
Norway.. . . .	5,968,503	9,491,224
Spain.. . . .	14,968,265	7,052,202
Sweden.. . . .	7,508,442	13,079,611
Switzerland.. . . .	1,562,660	3,364,086
United Kingdom.. . . .	110,802,862	214,087,758
Canada.. . . .	54,369,809	72,856,092
Central America.. . . .	8,732,974	7,309,520
Mexico.. . . .	34,234,729	11,324,808
Cuba.. . . .	46,405,339	30,222,646
Argentina.. . . .	24,231,228	14,007,831
Brazil.. . . .	14,128,217	10,583,031
Chili.. . . .	6,885,003	2,609,931
Uruguay.. . . .	2,899,439	1,965,753
China.. . . .	12,645,325	9,851,550
British India.. . . .	10,347,708	2,328,268
Dutch East Indies.. . . .	8,897,143	4,804,964
Japan.. . . .	22,925,577	48,478,839
Australia.. . . .	16,188,428	4,649,406
Philippine Islands.. . . .	9,152,161	6,442,299
British South Africa.. . . .	4,564,566	1,165,666
Egypt.. . . .	2,139,514	941,951

The total values of merchandise imported from each of the principal countries into the United States for the same month were:—

	1921	1920
Belgium.. . . .	\$ 3,053,882	\$ 2,935,321
Denmark.. . . .	1,727,284	1,232,463
France.. . . .	10,012,445	14,961,010
Germany.. . . .	4,630,381	4,385,975
Greece.. . . .	3,815,362	1,382,317
Italy.. . . .	3,335,035	9,941,725
Netherlands.. . . .	3,483,784	10,062,223
Norway.. . . .	1,749,507	1,323,064
Spain.. . . .	2,449,106	2,370,962
Sweden.. . . .	2,338,405	2,539,180
Switzerland.. . . .	2,937,096	5,594,648
United Kingdom.. . . .	17,437,619	50,176,976
Canada.. . . .	34,247,182	43,050,317
Central America.. . . .	1,667,086	4,028,833
Mexico.. . . .	13,454,044	17,709,090
Cuba.. . . .	12,970,474	45,421,493
Argentina.. . . .	5,730,052	21,343,793
Brazil.. . . .	9,712,901	25,069,077
Chile.. . . .	8,041,581	6,704,753
Uruguay.. . . .	953,030	3,879,004
China.. . . .	5,030,186	15,761,144
British India.. . . .	3,203,125	13,919,026
Dutch East Indies.. . . .	5,739,963	7,478,026
Japan.. . . .	8,930,879	55,927,301
Australia.. . . .	2,228,085	13,828,774
Philippine Islands.. . . .	4,780,292	6,889,970
British South Africa.. . . .	843,416	2,407,744
Egypt.. . . .	2,056,309	14,539,314

January imports also showed a considerable decrease. The imports from Canada fell from forty-three million dollars (\$43,000,000) to thirty-four million dollars (\$34,000,000), or about 20 per cent, as compared with a 25 per cent drop in goods moving the other way. It is curious to note that the imports from the United Kingdom fell from fifty million dollars (\$50,000,000) to seventeen million dollars (\$17,000,000). This puts Canada in the first place with regard to imports into the United States, the United Kingdom coming second with a total one-half as great. In January, 1920, Canada stood fourth in sales to the United States.

The general deduction from the foregoing statistics would seem to be that Canada's exporters to the United States can look forward with confidence to further sales at about the present level of prices.

GERMANS OBTAIN CONTRACT TO SUPPLY ARGENTINA WITH CAR WHEELS

A cablegram received from Commercial Attaché Feely, Buenos Aires, dated March 1, 1921, states in the *United States Commerce Reports* that the Krupp interests in Germany have obtained the contract for the 10,000 car wheels desired by an Argentine railway.

EXHIBITION IN LONDON FOR PRINTING, PAPER, BOOKBINDING, AND ALLIED TRADES

Under date February 25, Trade Commissioner Harrison Watson, London, writes as follows: "The organizer of the Printing, Paper, Stationery, Bookbinding, Box-making, and Allied Trades' Exhibition which is to be held at the Royal Agricultural Hall, London, from April 30 to May 14, desires the exhibition and congress to be brought to the notice of Canadian printers, lithographers, bookbinders, newspaper proprietors, etc., in the hope that some may be over in England at that date and will attend the congress. The organizer of the exhibition is Mr. F. W. Bridges, 36 and 38 Whitefriars street, Fleet street, London, E.C. 4. Betterment of production is the principal object. There will also be a two-days' conference, with a number of addresses.

MARKETING CONDITIONS IN BRAZIL TO-DAY

TRADE COMMISSIONER E. L. McCOLL

Rio de Janeiro, February 21.—The domestic and foreign trade situation is still very quiet. Buying and selling according to bank clearings is not more than one-sixth of what it was six months ago. Brazilian importers will only buy what they must obtain and for which the consumers are willing to pay, no matter how high the price. At this date the milreis is worth 16.8 cents. A year ago its value was double that amount. Since this drop has occurred over so short a period, buyers have not yet become accustomed to the change and are holding off in the hope that the milreis will rise again.

The sudden fall in exchange was a very serious blow to importers who had ordered goods from abroad. Orders were cancelled and shipments stopped where possible, but in a great many cases consignments were en route. For the small importer and in some cases for the large, it meant ruin to accept the drafts for these goods. Consequently, drafts were refused acceptance broadcast and the customs warehouses were soon filled and overflowing with goods thrown back on the hands of shippers because of this. These goods will require to be absorbed and also the buying spirit of the public revived before trade which is at present almost paralyzed will revive.

THE CEMENT TRADE

The twenty per cent rebate on duty which the United States and Belgium obtains is a handicap to Canadian exporters. However, in spite of this preference it looks as if England was going to obtain a great share of the trade. This is the opinion not only of importers but of American contractors in this country. A contract for five thousand tons recently went to an English firm.

MARKET FOR CANNED FISH LIMITED

Owing to a heavy duty, in some cases as high as 100 per cent, the consumption of canned fish is small. In spite of this high tariff there is however a small market created not only by the demand of foreigners but by the consumption inland. There are no shipping facilities for fresh fish inland. At the present price of the milreis new business at this date is almost nil. It must be remembered that Brazilian waters teem with the finest fish in the world and the coast towns therefore are supplied with an abundance of fresh fish brought daily to the doors of the inhabitants. The native in the hinterland who cannot get fresh fish with a few exceptions cannot afford to buy canned fish. Canned fish is stocked not only to satisfy the taste of the exclusive few but for the supply of hotels, ships and in small quantities inland for mining and lumber camps, rubber and coffee plantations, etc.

THE AUTOMOTIVE MARKET'S ORGANIZATION

The automobile and motor truck business is one of the most highly organized and keenly competitive branches of the commercial world in Brazil. Some firms have not only their branches here but have established shops where they assemble their cars which are sent over in parts. Some of these firms have their head branch in Rio de Janeiro, others in Sao Paulo, with minor branches throughout the country. Each office maintains full repair and maintenance equipment with expert mechanics and spare parts. These firms may not produce the best or most popular car, but they sell double the quantity because their organization guarantees service. If a manufacturer wishes to commence by appointing an agent, the agent should be given exclusive control for his immediate territory only. An agency which must include expert demonstration can only successfully operate in its own locality.

When an agent is appointed and it has been decided to send a car for demonstration purposes, a competent salesman who has a thorough mechanical knowledge of his car should be sent along with it. He should be able to carry conviction with every statement and back his statements up by being able to show how to repair and how to keep his car in running condition. The first car which comes down here should not be sent unaccompanied. The tariff which is 7 per cent ad valorem is payable 45 per cent paper and 55 per cent gold. This fact together with other import expenses brings the duty to more than 15 per cent.

Before crating for the South American market, either a man should be employed who has crated for a firm experienced in South American trade or a visit should be made to such a firm by one of the heads of the intending exporting house. An experienced exporter stated that it takes from \$75 to \$100 to crate an automobile for this market and that in spite of the fact that they are experienced and spare no expense to crate properly, automobiles at times arrive in a damaged condition.

IMPORTS OF AUTOMOBILES

A study of the imports of automobiles for the years 1913 to 1919 inclusive and for the first three months of 1920 is very interesting and instructive. For 1913 the total imports were 3,218 cars with a value of \$4,824,958. France headed the list with Germany second, United States third and the United Kingdom fourth. The war practically eliminated all but the United States and for 1919 and the first three months of 1920 the United States still controlled 98 per cent of the automobile trade.

Year	Total Number	Total Value	From United States	France	Italy	Germany	United Kingdom
1913.. . . .	3,218	\$4,824,958	\$ 795,754	\$1,555,232	\$587,711	\$1,020,675	\$225,232
1914.. . . .	714	1,094,241	165,152	335,006	115,846	160,083	82,120
1915.. . . .	214	190,358	123,390	20,044	21,189	2,261	11,114
1916.. . . .	521	465,991	406,787	15,756	15,351	.....	7,214
1917.. . . .	1,648	1,412,236	1,351,793	2,992	9,164	.....	1,103
1918.. . . .	1,448	1,599,097	1,547,163	.....	2,553	.....	.....
1919.. . . .	4,460	3,336,898	3,784,429	7,713	15,035	.....	29,503
1920.. . . .	3,286	1,657,774	1,601,996	20,650	6,756	.....	20,254

LUMBER AND PAPER MARKET

There is a small market here for pine which is imported from Canada, United States, Norway and Sweden, but it must be remembered that Brazil has immense timber resources of its own, especially in hardwoods. The market for lumber, except pine, is a declining one as the Brazilians are working hard to develop their own natural products of which this is one of their greatest resources.

Their hardwood timbers are used for piles, for buildings and docks, and, with the same wood, they make the finest carved furniture and office and bank trimmings.

There is a very large consumption of paper of all kinds in Brazil. The chief competition comes now from Norway and Sweden, Germany and Great Britain. English exporting houses are handling Scandinavian paper at keenly competitive prices.

Competition is keenest over newsprint roll while the lower grades of wrapping paper are manufactured here and defy competition as there is a prohibitive tariff of 600 paper reis for glazed and 300 paper reis for unglazed wrapping paper per kilo., which is roughly 4 and 2 cents respectively per pound. In spite of this tariff there is a market for the higher class Canadian wrapping paper, which is exceptionally strong and is suitable for wrapping up small heavy articles, machinery, etc. In all the other classes of paper there should be a good market here for the Canadian product.

ECONOMIC CONDITIONS OF BRAZIL TO-DAY

Last year the high price and increased exports of coffee helped to cause a rise in the milreis which caused importers to overbuy. Then followed a sudden depression caused by a falling off of the rubber and coffee exports. With this depression, the large issue of paper money, which when trade is brisk is absorbed and not noticed, now began to be felt and consequently aggravated the situation. Brazil as yet is dependent on only two or three main products for export. These are affected at all times in the same way. When Brazil's exports become more diversified, her trade barometer will be more stable. This condition which is in the making, will soon be a fact, for Brazil is now manufacturing for home consumption a multitude of articles which she imported before the war. These products are so well protected by tariffs that importation is impossible. In the Federal estimates allowances are made for prizes offered to encourage shipbuilding and rubber industries.

The Federal Government and the State Governments of Rio Grande do Sul and Sao Paulo had contemplated an extensive programme of railroad, highway, telegraph and post office extension. Nearly all of this has been indefinitely postponed until financial conditions become better. The Germans are making effective efforts to recapture their lost market. German banks show a great increase in German trade.

RECENT STATISTICS

The census of Rio de Janeiro just published gives the population of the city as 1,157,873. This is an increase of 356,000 inhabitants since the census of 1906. The same census informs us that there are 1,265 factories in the Federal District employing 47,000 workmen with a capital of \$45,500,000 and producing in 1919 \$82,600,000 in finished products.

The following figures give the amount of national and foreign tonnage which entered the port of Rio de Janeiro for the twelve months ending December, 1920:—

Foreign tonnage.. . . .	6,933,050
National.. . . .	902,681
Total.. . . .	<u>7,835,731</u>

The total marine tonnage which entered the port of Rio de Janeiro for 1920 amounted to 7,835,731. Of this national shipping consisted of about one-eighth, or 902,681.

Ships cleared were 3,302, made up as follows:—

Brazil.. . . .	1,229
English.. . . .	756
United States.. . . .	446
French.. . . .	197
Italian.. . . .	177
Norway.. . . .	131
Holland.. . . .	66
Sweden.. . . .	43
Japan.. . . .	43
Germany.. . . .	13
Other countries.. . . .	101
	<u>3,302</u>

CONSULAR INVOICES FOR VENEZUELA

Mr. B. Hernandez, Consul of Venezuela, Montreal, advises that in Canada, at present, all dealings in relation to the despatch of consular invoices covering exports to Venezuela must be with the Venezuelan Consulate at Montreal, P.O. Box 214, Station H.

AUSTRALIAN SITUATION IMPROVING

In last week's issue of the *Weekly Bulletin*, No. 893, the following telegram of the Dominion Bureau of Information, New York, under date of March 10 was published: "Australian Commissioner states wheat moving freely and foreign credits improving. Believes that matters will be normal in April."

In further reference to this matter, Colonel John A. Cooper has now forwarded the following statement:—

"The situation is fairly clear. The Australian merchants ordered a great many goods during the year 1919 and deliveries were very slow as in other cases. Then suddenly deliveries increased in volume and Australia received very large quantities of goods from abroad. When they began to pay for these goods they rapidly consumed the balance which the Australian banks and Australian Government had to their credit in New York and London, and since then it has been difficult to provide all the credit required. However, the situation is improving. The Australian wheat began to move out in December and shipments during January and February were large. Their credits abroad have now almost met their liabilities. Mr. Mark Sheldon (the Australian Commissioner) expects that by the first of April their credits abroad will have become larger than their current liabilities abroad. In other words, that any difficulties that have existed during the last few months will be entirely overcome within the next four weeks.

TENDERS FOR THE ELECTRIFICATION OF CERTAIN LINES OF THE SOUTH AFRICAN RAILWAYS

Canadian Trade Commissioner Harrison Watson, London, has now forwarded information in regard to the tenders called for certain plant in connection with the electrification of the Cape Town-Simonstown and Durban-Pietermaritzburg lines of the South African railways. In the case of the Cape Town-Simonstown lines the tenders being invited cover the following items: (1) motor coaches and underframes; (2) motor bogies; (3) electrical equipment of coaches; (4) substation equipment and power station transformers; (5) boilers and boiler-house equipment; (6) turbo-alternators; (7) condensing plant. For the Durban-Pietermaritzburg lines the tenders invited are for: (1) electric passenger and freight locomotives; (2) electric shunting locomotives; (3) substation equipment; (4) boilers and boiler-house equipment; (5) turbo-alternators; (6) condensing plant; (7) transformers for substations and power station.

Separate specifications and forms of tender for each of the above sections may be obtained from the office of the High Commissioner for the Union of South Africa, 32 Victoria street, London. The consulting engineers, to whom application for any further technical information may be made, are Messrs. Merz & McLellan, 32 Victoria street, London, S.W. 1. Contractors may tender for all or any of the above sections. The charge for specifications is £5 5s. each for the first copy and £2 2s. for any further copies. Sums paid for any number of each specification up to three will be refunded on receipt of bona fide tenders. Sums paid for copies of specifications, however, beyond three of each will not be refunded. It should be noted that the charge of £5 5s. for each specification makes a total outlay of £73 10s. necessary for any contractors who wish to obtain the complete set of specifications for the fourteen sections.

Sealed tenders marked "Tenders for Electrification of South African Railways" are to be addressed to the High Commissioner for the Union of South Africa and lodged at his office, 32 Victoria street, London, by noon on Tuesday, May 3, 1921. The Administration does not bind itself to accept the lowest or any tender.

THE OPENING MEXICAN MARKET

(The Bulletin of the Federation of British Industries)

The demand for British goods in Mexico is, states the Federation's correspondent in reviewing trade conditions during 1920, good and likely to increase as soon as quicker delivery and stable prices can be guaranteed. During the latter part of the year the world drop in prices tended to unsettle the market in imported goods, and to encourage buyers to hold orders in the hope of further decreases.

The destruction of rolling stock and factory and railway equipment during the years of revolution has created a serious shortage, and all machinery—agricultural, mining and industrial—together with accessories and spare parts, iron tubing and pipes, automobiles, leather manufactures, etc., have recently been placed on the free list. Deliveries by British manufacturers of machinery and iron and steel goods have been very much delayed, but a great increase in trade may be expected when conditions of sale become more favourable.

In the provision trade British goods are slowly appearing in the local market and find a ready sale, though American products, such as canned fruit, dried fruits, bacon, hams, cereals, sauces, etc., hold the dominant position in every store, and arrive in quantities by rail in refrigerating cars from California and the Pacific coast. In this direction, again, slow delivery has been the trouble so far as British products are concerned.

All grades of British textiles, laces and woollens have found a ready market and, though dearer, are preferred to the American manufactures. During the last few months of the year, however, in view of the restricted credits prevailing, United States manufacturers turned to Mexico as a lucrative market for the disposal of their surplus stocks at prices defying competition—in many cases fully 50 per cent below those of the corresponding British lines. Under these conditions competition was almost impossible.

Our correspondent emphasizes yet again the growth of German activity. Goods from Germany are, he states, arriving in increasing quantities every month, and, with the re-establishment of regular sailings between Hamburg and Mexico, have assumed almost prewar proportions. The largest imports are in heavy chemicals, dyes, drugs, hardware, aluminium and enamelled ware, iron and steel products, and recently in toys and paper—goods of which Mexico stands particularly in need.

A vigorous campaign is in progress in the Mexican market embracing the distribution of large quantities of literature and the despatch of travellers armed with very complete sets of samples—a point in which the German traveller often scores heavily over his British competitor.

With a stable Government and adequate transport facilities therefore Mexico's trade expansion should be rapid and her value as a market constantly increasing.

OPPORTUNITY FOR AGRICULTURAL IMPLEMENTS IN PORTUGAL

(United States Commerce Reports)

Consul Pinkerton, of Lisbon, reports that the Ministry of Agriculture has recently extended a credit of 200,000 escudos for the purpose of purchasing agricultural implements and materials for use in the agricultural schools of Portugal. The building and equipping of a modern agricultural school near the city of Evora has also recently been authorized. It is stated that this school is to be equipped from the start with at least one tractor, ploughs, harrows, drills, reapers and other necessary implements. This, according to the American consul, might be considered an opportunity for the introduction of American agricultural implements.

JAPANESE BUSINESS SLOW TO IMPROVE

TRADE COMMISSIONER A. E. BRYAN

Yokohama, January 29, 1921.—Although active buying is by no means the order of the day, yet there are faint signs of an improvement in the general economic situation of this country. Japan was the first to experience the world-wide depression which was ushered in about a year ago. There are many, however, who think that she will not take the lead in readjusting herself to normal conditions.

The Imperial Silk Company, which was formed under semi-official auspices for the purpose of keeping up the prices of raw silk, has apparently been a failure. The object of the company was the purchase of the stocks on hand at yen 1,500 a bale, and the holding of these stocks until America was again in the market. However, no demand has as yet resulted, and it looks as if the Imperial Silk Company will have to borrow another yen 30,000,000 from the Government if they intend to continue buying.

In the rice market the farmers are endeavouring to obtain the necessary help from the Government to keep up the price of rice—the basic food of Japan. This in view of the fact that there is an abundant harvest this year and no question of shortage. However, the farmers have organized and decided not to sell below a fixed price and so to speak artificially keep up prices. Although the present market prices are lower than they were last year, they are still much higher than in 1916, and the farmers do not seem to realize that high prices cut both ways—that as long as the price of rice keeps high they must pay higher wages and more for everything they purchase.

The whole trouble in Japan is that the law of supply and demand is not allowed to play its natural role. If it was, conditions would soon right themselves. The policy of trying to keep up prices of foodstuffs and necessities artificially is greatly hindering Japan from getting back to prewar activity. For while rice is high wages cannot be reduced, and as a result the prices of Japanese manufactured goods remain at high levels. This in part is one of the chief causes for Japan's reduced export business. While in other countries the law of supply and demand has found its own level, bringing reduced prices in all lines, Japan, on account of various artificial barriers, has been maintaining high prices, as a result of which former markets have found it more profitable to purchase goods from old sources of supply. Yet in spite of these drawbacks there seems to have been a little improvement in the business world.

JAPAN'S 1920 CENSUS

On October 1 last the population of the Japanese Empire was 77,005,510. The census of 1920 was the first that was ever taken by up-to-date methods the same as in Canada. In the past, in fact ever since the Tokugawa era, the method used was more of estimating the population with the help of local registers, under which system duplications were frequent, and in many cases persons long dead were unavoidably included. On October 1, however, thousands of men specially employed called on every household to collect the census sheets which had been previously distributed. It is said that the taking of the census cost the Japanese Government in the neighbourhood of yen 10,000,000.

An interesting feature of the returns just published by the Government is the fact that Kobe is now the third largest city of the Empire, coming after Tokyo and Osaka in the order named, while, on the other hand, Yokohama, the chief port of Japan, has dropped to sixth place.

Largest Cities in Japan

City	Population 1920	Estimated 1918
Tokyo..	2,173,162	2,363,729
Osaka..	1,252,972	1,641,580
Kobe..	608,628	613,102
Kyoto..	591,305	670,357
Nagoya..	429,990	436,609
Yokohama..	422,942	447,423
Nagasaki..	176,554	214,138

TOTAL TRADE OF JAPAN, 1920

From the preliminary returns just received from the Finance Department, the total trade of Japan last year amounted to yen 284,528,000. Of this total, imports into the country were responsible for yen 2,336,139,000, while goods were exported to the value of yen 1,948,389,000.

Compared to last year there was an increase of yen 12,197,000 in the total trade of the country, but, on the other hand, there was again an excess of imports over exports which was much greater than 1919—amounting to yen 387,750,000 compared to only yen 74,589,000 for the previous year. In spite of this unfavourable balance, it is interesting to note that exports were only less by yen 150,482,000 than they were in 1919, but imports increased by yen 162,679,000 over the figures for the preceding year.

To show the trend of the returns during the last three years the following figures are of interest:—

	Imports Yen	Exports Yen
1918..	1,668,143,833	1,962,100,668
1919..	2,173,313,933	2,098,872,617
1920..	2,336,139,000	1,948,389,000

Thus it will be seen that from a favourable balance of yen 293,956,835 in 1918 the results have turned unfavourable in 1920 to the extent of yen 387,750,000.

[Details of these statistics have been forwarded by Trade Commissioner Bryan and are on file at the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa (quote file No. T.C. 110).]

JAPAN TO ABOLISH SHIP SUBSIDIES: WILL MAKE MAIL CONTRACTS INSTEAD

TRADE COMMISSIONER A. E. BRYAN

A Bill has been introduced into the Japanese Diet to abolish the subsidies which have been paid yearly in accordance with the Navigation Subsidy Law to ships of the Nippon Yusen Kaisha remaining on the Puget sound, Australian, and European lines, and to substitute therefor the payment of a sum for the carrying of the mails. Under this arrangement the amounts received by the Nippon Yusen Kaisha will be reduced about 60 per cent and will mean a big decrease in the income of the company, but, on the other hand, it will give the company freedom from the restrictions regarding disposal of vessels and the change of freight rates to which it is subject under the old subsidy laws. The new arrangement will come into effect on April 1 next and will continue for three years. The amount of remuneration, it is said, will be yen 1,400,000 per year.

The Nippon Yusen Kaisha is quite pleased with the change that has been made. In fact they intimated to the Government last year that they would decline further state subsidies, on the grounds that they were perfectly able to operate without such assistance and by so doing would be better able to compete in the world's shipping arena, as their rates and sailings could be changed when necessary without interference.

Subsidies on the old basis will still be paid the Toyo Kisen Kaisha and the Osaka Shosen Kaisha for their services on the San Francisco and South American lines respectively, and it is proposed to renew these for another two years as follows:—

T. K. K. San Francisco Line—		
1922..	Yen	1,866,950
1923..	"	1,819,279
O. S. K. South American Line—		
1922..	"	1,478,140
1923..	"	1,398,009

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM

X

The Mexican Markets—Concluded

HARDWARE

In recent years, American hardware manufacturers have had the Mexican market all to themselves, but during the past year German hardware has been sold in rapidly increasing quantities. German goods naturally reap the benefit of the circumstance that the hardware business of Mexico is in the hands of Germans—not only importers but retailers. In a city near the western coast of Mexico six out of seven of the retail hardware merchants were German, the other being an American who was finding it increasingly difficult to hold his own. The hardware merchants of Mexico carry a large widely assorted stock of goods, including agricultural machinery and hand tools, electrical supplies, tin and enamelled ware, and building supplies. Any Canadian hardware manufacturer who is able to compete in prices with American goods and who can offer reasonable delivery can sell his line in Mexico. But his goods must be up to specification and must be well packed. During the fiscal year ending 1920, Canada exported hardware to Mexico to the value of over \$13,000.

Paint.—Canadian paint and varnish has during 1920 become favourably known in Mexico. A superintendent in one of the largest paint-consuming corporations in Mexico has recently made a report on paints for his company which will probably result in their adoption of a Canadian paint exclusively for car painting. Mexico will probably use as much paint and varnish in 1921 as she has for the last three or four years put together, because the entire country is being refurbished. The market is not a very large one, however, as most of the lower classes live in adobe huts, and the well-to-do classes in stone or brick houses. Considerable varnish for interior woodwork is required in Mexico City.

Bronze Powder.—Furniture and picture-moulding factories consume a considerable quantity of bronze powder. The Mexican dearly loves richly gilted picture frames and furniture, and the factories endeavour to meet this demand. The product of a Canadian factory has, the writer is informed, been found quite satisfactory by a large furniture factory in Mexico, both as to price and quality.

Wire Nails.—According to *United States Commerce Reports*, American wire nails were exported to Mexico during the first ten months of 1920 to the value of \$322,425, as compared with \$120,302 for 1918, and in the month of October, 1920, to the value of \$66,897, as compared with \$10,499 for the corresponding month of the previous year. These figures are eloquent of the amount of building construction now going on in Mexico, and Canadian nail plants should be in a position to get a share of this business.

Enamelled and Tinware.—Practically every family in Mexico uses enamelled ware in some form, particularly in the form of a utensil unnecessary where there are modern plumbing arrangements. It must be remembered that the lower class Mexican generally uses pottery utensils which can be purchased very cheaply from local pottery makers. Enamelled or tin ware must be cheap, then, before he can be encouraged to buy. Moreover, he will not buy chipped enamel or dented tinware unless he can get it at a big reduction from the regular price. A Canadian manufacturer has within the past year sold \$12,000 worth of enamelled and tin ware to one importing house in Mexico. One shipment, however, shown to the writer caused this importer considerable annoyance. Many utensils were very badly enamelled, and in the tin and iron ware there were deep indentations—the result of faulty crating. It cost this importer twelve cents for each utensil to straighten out these dents, and he had to sell the whole shipment as damaged goods at a lower price than he paid for it. That Canadian manufacturer was building up a good market in Mexico, but he has almost destroyed that market by shipping out an inferior quality of goods badly crated. He would have done better to have thrown all his bad enamelled ware into a waste heap rather than run the risk of prejudicing a foreign market where world competition is so keen.

Cheap galvanized iron buckets will always find a market in the hardware stores of Mexico. The writer noticed a display of Canadian buckets in a hardware store in Mexico City, offered at reduced prices on account of dents in the buckets caused by faulty packing.

Brushes.—Canadian brush manufacturers should be able to market their product in Mexico. There is a considerable demand for cheap brushes of all kinds. This trade has recently been in the hands of Americans, although in the prewar period nothing could compete with the cheap German brush.

Glassware.—The hardware stores generally carry a complete line of cheap glassware such as tumblers, jelly moulds, lamps, etc., as well as window glass. Mexico imported in the prewar period about a million dollars worth of glass and glassware annually. Most of the glassware came from Germany and Belgium, while plain window glass was imported from the United States. About \$250,000 worth of glass bottles were imported annually by the brewing industries—60 per cent of this total being imported from Germany and 30 per cent from the United States.

Electrical Supplies.—Such a mountainous country as Mexico is naturally well supplied with water-powers and extensive electrical development had taken place before the revolution broke out. Electrical supplies are generally carried by the retail hardware men. Before the European war, Mexico imported around \$300,000 worth of electric bulbs and fixtures, with the United States and Germany dividing the business about equally. Recently, however, the large American electrical firms have established branches in Mexico in an effort to keep the Mexican trade they had monopolized during the war. German electrical goods are, nevertheless, coming into Mexico in considerable volume, and, the writer is informed, many Americans are now asking for German electrical goods in preference to American.

CEMENT AND BUILDING PLASTER

Mexico manufactures cement in a small way, but it is of inferior quality compared with the better American brands imported into the country. In 1920 over \$600,000 worth of cement was exported from the United States to Mexico, compared with some \$300,000 in 1918. In October, 1920, over 27,000 barrels of American cement entered Mexico, as compared with some 8,000 barrels during October of 1919. Mexico requires increasing quantities of cement to go on with the building that was interrupted by the many years of revolution. Canadian cement has a certain market in Mexico, providing direct steamship communication is provided.

Maritime Provinces gypsum building plaster has splendid opportunities for developing a market along the gulf coast of Mexico. Canadian building plaster has been very successful in Cuba, and Mexican gulf coast conditions are very similar to Cuban in that the same sort of structures are being built, requiring large quantities of plaster for both outside and inside work.

ASBESTOS ROOFING

In 1913, Mexican imports of asbestos roofing amounted to about 3,000,000 pounds. No recent statistics are available, but the market for this building product has broadened out in the same way as it has for other building materials as cement and corrugated iron roofing.

FOREST PRODUCTS

Notwithstanding the fact that Mexico possesses immense forest wealth comprising most of the varieties of woods found in every country in the world, Mexican import statistics show that considerable quantities of northern lumber are brought into the country. Mexico has not had transportation tapping her timber resources, so she has been buying her lumber abroad, for the most part in the Southern United States. Prewar statistics of the Mexican Government show that Mexico's imports of all kinds of lumber amounted in value to some three or four million dollars annually, 60 to 75 per cent of which consisted of ordinary planks and boards which could be imported from Canada. In 1910, the value of Canada's lumber exports to Mexico was about \$130,000. Since then the trade has dwindled to very insignificant proportions until 1920, when Mexico imported over \$50,000 worth of Canadian forest products. During the last two or three years exports of American lumber to Mexico have increased considerably, not only in value but in volume.

Rough Sawn Lumber.—Mexico's largest imports of lumber were of yellow pine from the United States. For the first ten months of 1920, according to *United States Commerce Reports*, 54,056 M feet of yellow pitch-pine valued at \$2,958,357 were exported from the United States to Mexico. For the corresponding period of 1919, the quantity was 28,068 M feet, and of 1918, 26,667 M feet. For the same period of 1920, exports of fir from the United States to Mexico amounted to 7,540 M feet, as compared with 6,816 M feet in 1919 and 5,179 M feet in 1918. The volume of Canada's exports of rough sawn lumber has steadily decreased in recent years, although the value has remained about constant owing to increased lumber prices. According to the Dominion Bureau of Statistics, 1,010 M feet of Canadian planks and boards were exported to Mexico in 1910; in 1913, 605 M feet; and in 1920, 380 M feet.

Box Shooks.—The largest consumers of box shooks in Mexico are the oil companies operating on the gulf, who require box shooks for shipping their full and empty cans. In 1913, one oil company imported over 5,000 tons of box shooks for their own consumption. The oil companies are constantly requiring more box shooks as the outputs of their refineries increase.

There is also a demand for box shooks on the western coast of Mexico for the crating of tomatoes for export to the United States. As pointed out in a previous chapter, the tomato industry on the Gulf of California has greatly increased in importance. In a recent report to Washington, the United States Consul at Mazatlan pointed out that during the first five months of 1920, 38 carloads of box shooks were imported into his consular district by rail through Arizona, as compared with only 18 carloads during the whole of 1918. In this report it was stated that nearly all these shooks were required for crating tomatoes for export. British Columbia should be able to capture this trade with direct shipping between Mazatlan and Vancouver. Eastern Canada is in a better position to contest the box shook business of the oil

companies on the Gulf of Mexico than is British Columbia. Canada would compete here with box shooks from Louisiana and Mississippi. Some attempts have been made to manufacture box shooks in Mexico, but it was found that competition with American prices was not possible. The value of Mexico's imports of box shooks in 1918 was some \$350,000, compared with \$150,000 in 1915, and over \$430,000 in 1913. During the fiscal year 1920, over \$22,000 of box shooks came into Mexico from Canada, as compared with \$6,151 in 1913 and \$23,550 in 1910.

Railroad Ties.—In 1910, Canada sold Mexico nearly a million railroad ties valued at \$93,922. The Mexican railroads are now in the market for several hundred thousand dollars worth of railroad ties annually. The writer has read that shipments of creosoted ties have recently been made to the Orient from Vancouver. The Mexican Government Railways are prepared to let large contracts for creosoted ties and the writer feels that British Columbia could get this business if direct steamship delivery can be made. For the first ten months of 1920, 469,910 railway ties valued at \$469,551 were exported from the United States to Mexico, compared with 389,951 ties for the corresponding period of 1919, and 298,126 ties for 1918.

Woodpulp.—Owing to the circumstance that Mexico's large paper mills—"San Rafael"—were not in a position to manufacture their own chemically prepared woodpulp, large shipments were recently imported from the United States and some 160 tons, valued at over \$13,000, from Canada. Before the war, Mexico imported nearly all the woodpulp she required from Germany, Sweden and Russia, to the value of about \$500,000 annually. Recently, however, owing to the high prices of American and Canadian pulp, it has paid to manufacture woodpulp in Mexico, and plants which were shut down for periods during the revolution are now running full time. It is not likely, now that the two or three large paper plants in Mexico have their own paper mills, that any appreciable quantities of either sulphite or mechanical will be required from outside.

Paper.—One of the few items of American trade with Mexico which shows a falling off in 1920, as compared with 1919, is that of paper—\$205,546 for the first ten months of 1920 as compared with \$385,453 for the corresponding period of 1919. This may be explained by the reopening in 1919 of the San Rafael paper mills which had been closed down for two or three years because the Zapatista bandits liked the comforts surrounding these plants and appropriated them for themselves. San Rafael makes most of the newsprint required in Mexico which is probably not more than 100 tons a day—in fact, this mill is now exporting newsprint to the United States. Wrapping papers and cardboards are also made by San Rafael—sufficient to supply the whole of central Mexico. Finer papers are imported, however, and many coast districts import their paper supplies from abroad. Before the war, Mexico bought more paper from Europe than from the United States, and the writer recently noticed several stationery stores in Mexico featuring German paper products, although most of the paper products entering the country since 1914 have come from the United States.

Wallpaper is used extensively in central Mexico. Only the best and most up-to-date patterns will find a market, because wallpaper is bought solely by the well-to-do. In 1912 Canada exported nearly \$12,000 worth of wallpaper to Mexico; in 1913, \$4,239, and in 1920 only \$1,713. During the fiscal year 1920, however, other papers, excluding newsprint, were exported from Canada to Mexico to the value of \$10,768.

CHEMICALS AND EXPLOSIVES

Industrial Chemicals.—Considerable quantities of chemicals and explosives are required every year for mining and metallurgy in Mexico. Chief among these are the alkaline cyanides. In the year 1912-13, Mexico's imports of cyanides amounted in

value to over \$1,750,000, over 60 per cent of which came from Germany, about 30 per cent from Great Britain and the rest from the United States. Germany has of course been cut out of this market, but Great Britain is more than holding her share in competition with the United States. Canada has developed some business in calcium carbide, the value of her exports of this product to Mexico for the fiscal year 1920 being over \$10,000. The following table gives the values in Mexican pesos of the other principal industrial chemicals imported into Mexico during the year 1912-13:—

	Pesos		Pesos
Arsenic acid.. . . .	49,368	Chlorate of potash and soda.. . . .	90,783
Sulphuric acid.. . . .	175,642	Calcium carbide.. . . .	63,859
Sulphurous acid.. . . .	149,937	Nitrate of potash and soda.. . . .	420,764
Ammonia.. . . .	152,554	Caustic potash and soda.. . . .	776,34
Bicarbonate of potash and soda.. . . .	33,898	Copper sulphate.. . . .	47,096
Carbonate of potash and soda.. . . .	150,373		

Dyestuffs and Colours.—Mexico imports all the dyes required for her large textile industry. In 1920 Mexico imported more dyestuffs from the United States than any other Latin-American country. For the first ten months of 1920 these imports from the United States amounted in value to \$1,025,185, compared with \$354,713 for the corresponding period of 1918. The prewar yearly imports were about \$750,000 in value, half of which was from Germany. At the present time many Mexican firms are importing most of their dyes and colours from Germany.

Drugs and Medicines.—Mexico's total imports of drugs and chemicals of all kinds in the year 1912-13 amounted to 12,617,101 pesos. Of this total, medicinal drugs and pharmaceutical products constituted some 25 per cent, nearly half of which came from the United States. Canada has had some trade in drugs and medicines in Mexico—in 1910 amounting to \$17,559, but gradually dropping away to \$2,327 in 1914. A slight revival is shown for the fiscal year 1920, drugs to the value of \$6,004 being imported from Canada. The writer understands that certain Canadian manufacturers of drugs and patent medicines who used to be in the Mexican market before the revolution have as yet neglected to renew their Mexican associations. These manufacturers are strongly advised to get into touch with their distributors without further delay and to fully exploit this market. Like many Latin-Americans, the Mexican usually suffers to a greater or less degree from stomach and intestinal disorders or irregularities, caused by the extremely highly seasoned foods he eats. Intensive advertising campaigns usually succeed in creating steadily increasing demands for good patent medicines.

Industrial Explosives.—Mexico's imports of explosives for mining amounted in value during the fiscal year 1912-13 to some \$500,000. Of this total, \$125,000 represented the value of mine fuses, the remainder being chiefly such explosives as dynamite and gun cotton. During the same period about \$1,500,000 worth of firearms and ammunition were imported through the customs offices.

TEXTILES

Imports of textiles into Mexico for the fiscal year 1912-13 amounted to 25,887,997 pesos, or roughly some \$13,000,000. Great Britain supplied by far the greatest proportion of this trade. Before the war, American textile trade with Mexico was very small, except for such articles as cotton prints and shirtings. Although Great Britain retains her lead in the Mexican textile trade, Mexico imported from the United States during the first ten months of 1920 printed cotton goods to the value of \$1,137,539, dyed cotton piece-goods to the value of \$1,953,137, and cotton cloths bleached and unbleached to the value of about \$850,000. If Canadian textiles have any market in Mexico it is in such goods as these in which the United States is able to compete with

Great Britain. It is improbable that other parts of the world will be able to ultimately compete in Mexico with European textiles. The Mexican much prefers European textiles to American, while he is able to buy the cheaper grades in his own country.

RUBBER GOODS

The writer encountered in the course of a visit at one of Mexico City's largest departmental stores a shelf of rubber footwear manufactured by a well-known Canadian firm. One of the firm explained that he found these "rubbers" or goloshes selling very well, and that they could more than compete with American prices. Considerable quantities of rubber footwear are sold in Mexico every spring as the rainy season commences, for most Mexicans of both sexes who wear shoes require rubbers during the rainy season when unpaved streets are turned into quagmires. Knee and thigh rubber boots are required for the mines and oilfields. Light rubber coats and cheap raincoats are also in demand during the rainy season. When filling Mexican orders for rubber footwear and clothing great care must be taken to ensure that such goods are shipped in ample time to arrive at their destinations before the commencement of the rainy season. Otherwise, they will have to be carried in stock until the following year, an eventuality the merchant always tries to avoid.

The United States sold over a million dollars worth of automobile tires to Mexico in 1920, mostly small tires for the lighter class of car.

LEATHER GOODS

Boots and Shoes.—Although there are several shoe factories in Mexico which each turn out several hundred pairs of shoes a day, American boots and shoes were imported to the value of over \$3,000,000 during the first ten months of 1920. Although there has been an increase in the value of shoes imported in 1920 over previous years, there has been a very slight increase in the quantity. All grades of American shoes, both for men and women, find a market in Mexico, but the readiest sales for imported shoes are for the high-priced grades on the one hand and for the rough, cheap men's shoe on the other hand. Boots and shoes made in Mexico are chiefly of the medium-priced variety, and the medium-priced American shoe finds competition more difficult with the Mexican shoe of similar quality.

Shoe Leathers.—Mexico exports most of her hides, but keeps enough in the country to supply her own shoe factories with sole leather. One defect encountered in sole leather tanned in Mexico is its tendency to warp or curl up when immersed in water, caused by the too-frequent insufficient curing of hides. Practically all the uppers are imported, however, from the United States, and before the war from Germany and France.

Other Leathers.—Mexico imported leather belting from the United States to the value of \$222,360 during the ten months ending October, 1920—most of it destined for the textile factories. A good deal of saddlery is bought yearly in Mexico, but most of this is fabricated in the country by the clever Mexican leather workers, who are able to turn out magnificent creations. The writer saw beautifully decorated saddles in Mexico selling for more than \$1,000 each.

SPIRITS AND BEVERAGES

Only the upper-class Mexican drinks imported spirits, while the peon is more than content with his tequila and pulque—fiery liquors made out of the maguey plant. French brandies are the favourite imported spirits. In 1913 Mexico imported spirits from Great Britain to the extent of 124,000 pesos and from the United States to the extent of 123,000. Most of the American imports consisted of rye whisky and

gin. Imports of Canadian whisky for the same period amounted to only 15,000 pesos, according to Mexican statistics. That Canadian spirits are now taking the place of American in Mexico imports is evidenced by Canadian statistics showing that during the fiscal year 1920 over 9,000 gallons of Canadian whisky valued at \$40,000 was exported to Mexico. The market for Canadian whiskies is being damaged in Mexico, however, by the frequency with which Canadian labels are covering inferior adulterated contents. The writer was shown that inferior liquids were substituted by cutting a ring of glass out of the bottom of the bottle, running out the Canadian whisky and substituting cheap adulterated spirits. Canadian whisky exporters must take measures making this sort of thing impossible, if they are to keep their Mexican market in competition with Scotch whiskies.

It is not probable that Canadian beers and mineral waters could compete in Mexico, owing to the excellence and cheapness of the Mexican products. Mexico imports some high-priced European mineral waters, but her imports of beer are very small.

MUSICAL INSTRUMENTS

In 1913 Mexico imported musical instruments from Germany to the value of about 500,000 pesos, and from the United States to the value of about 1,000,000 pesos, while such imports from the rest of the world did not total 100,000 pesos. There are few peoples in the world who are more music loving than the Mexicans. Even the poorest Mexican has an ambition to possess a musical instrument of some description. While the market for pianos and gramophones is limited to people of means, the demand for cheaper string and wind instruments is universal throughout 75 per cent of the population. Every Mexican town has its plaza and bandstand where classical music is provided two or three nights a week by the "banda." Some of the tiniest Mexican villages have their own band, and one hears everywhere throughout the country impromptu little orchestras consisting often of home-made guitars and mandolins.

COAL AND OIL

Canada exported nearly 94,788 tons of coal to Mexico in 1910, and 77,671 tons in 1911. This business dwindled down to 750 tons in 1920. During the first ten months of 1920, American coal exports to Mexico amounted to 135,408 tons valued at less than a million dollars. Mexico requires very little coal. She usually mines at Piedras Negras within her own borders enough coal to supply her demand for 1,000,000 tons yearly. Many of Mexico's industries use water-power, while the railroads and those industries unable to get water-power have adopted fuel oil.

Curiously enough, 422,398 gallons of coal oil and kerosene figured in the Canadian exports to Mexico during the fiscal year 1920. Although Mexico produces such immense quantities of crude petroleum, very little refining is done in the country. During the first ten months of 1920, the United States exported to Mexico \$500,000 worth of paraffin, of gasolene \$800,000, of lubricating oil \$550,000, and of fuel and gas oil \$940,000.

MOTOR VEHICLES

Mexicans are just beginning once more to buy motor cars. During the revolution, private owners usually lost their motor cars to bandits, and as a result people did not buy motor cars. Even to-day many people who would own motor cars in other countries ride in street cars or taxis in Mexico. In the first place, there are few good roads anywhere in the Republic, and then no one knows when revolution may break out and bandits resume their favourite diversion of carrying away everything movable. Before the war, Mexicans favoured European motor cars, particularly of French make, and recently a good many French cars of 1920 model are seen

in the streets of Mexico City. The majority of cars now imported, however, are American—the favourites being the Ford and the Hudson. Mexico is no country for heavy motor cars or commercial trucks. During the first ten months of 1920, the United States exported to Mexico 935 commercial motor trucks valued at \$1,418,172, as compared with 304 in 1918 valued at \$416,822; and 2,860 passenger motor cars valued at \$2,469,025, as compared with 1,609 valued at \$1,253,660.

SOUTH AFRICAN RAW MATERIALS FOR CANADIAN MANUFACTURERS

ASSISTANT TRADE COMMISSIONER P. W. WARD

PART I

Cape Town, February 10, 1921.—During the past few years the importation of Canadian food products and manufactured goods into South Africa has grown to such an extent that the total value for 1920 will approach \$15,000,000. This trade relationship has, however, been practically one-sided, for although in 1919 over \$1,200,000 worth of South African products were imported into Canada, the figures for 1920 only reached about \$300,000. While the utmost goodwill exists here towards Canadian products, and their increasing importation appears to be welcomed, there seems to be no effort made by South Africa to find a market in the Dominion for any of its own products up to the present time. There have, however, been signs recently of a growing interest in this connection, and exporting houses in the Union will be glad to enter the Canadian market, if Canadian buyers can be linked up with them.

CANADIAN FACTORIES SHOULD BUY DIRECT

This matter is being brought to the attention of Canadian manufacturers and importers for two reasons: (1) in order that Canadian factories at present purchasing raw materials originating from South Africa through American or other agencies may buy the same direct, thus saving outside brokerage commissions, port charges, etc., and securing these materials at less cost; (2) in order that the steamship service between Canadian Atlantic and South African ports may secure "return cargoes" and run on regular schedule between the two countries.

REDUCING COST OF MANUFACTURE

It is almost unnecessary to point out that if Canadian manufacturers can by buying direct reduce the laid-down cost of raw materials at their factories, then the cost of the manufactured article will be reduced, and the factory better equipped to compete with other nations in export trade to overseas markets. With the growth of this reciprocal trade with South Africa the already existing goodwill for Canadian products will be cemented and extended; and factories in the Dominion able to purchase any of the products referred to in this report are strongly urged to secure the names of South African exporters, and other information available, either from the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, or the Canadian Government Trade Commissioner, Cape Town.

SOUTH AFRICAN WOOL

South African wool has been gradually coming into favour recently, and both in England and the United States manufacturers are utilizing it to distinct advantage. The grading has been vastly improved, and the Union Government is taking the keenest interest and sparing no expense in fostering the improvement of the flocks and the handling of the clips; 80 per cent of the South African production is of the finest wool grown—viz., merino.

During 1919 nearly \$2,000,000 worth of unwashed wool was imported into Canada from South Africa. Not one pound of this wool appears to have been purchased direct, nor was shipped direct to Canadian ports. This means that the wool cost the Canadian buyer quite a percentage more than if it had been purchased direct and shipped to Canadian ports.

Buyers of overseas wool are requested to test out the South African market for their purchases during 1921. A list of the chief exporters of this wool is on file at the Department of Trade and Commerce, and will be gladly supplied on request.

To large buyers requiring specially selected bales an agent in Cape Town or Port Elizabeth can be recommended, who will carefully examine and select shipments for them on a small commission basis.

For the information of those interested, the present prices of various grades are as follows:—

		Per lb.				Per lb.	
		d.	d.			d.	d.
At Port Elizabeth—				12 months Super Combing			
Choice deep-grown 12 months,				Grease.. . . .		9½	to 10½
skirted.. . . .	16	to 19		Heavy to Average Long Grease		6	to 8½
Good regular 12 months skirted	10	to 12		Super Kaffarian Shorts.. . . .		8½	to 9
Average regular 12 months.. . .	8	to 10		Super Shorts.. . . .		7	to 8
At Durban (Natal)—				Heavy and Faulty Shorts.. . .		3	to 5
Natal Super Long.. . . .	14	to 16		Transkei's: 6 months.. . . .		6	to 7
Natal Long.. . . .	12	to 14		Basuto's: 6 months.. . . .		5	to 6
Natal Medium.. . . .	7	to 8		Coarse and coloured.. . . .		3	to 4
Natal Short.. . . .	5	to 7		At Cape Town—			
Transvaal Super Long.. . . .	10	to 12		Long Light Wools, extra Super			
Transvaal Average.. . . .	6	to 7		lots.. . . .		9	to 11
O.F.S. Super Long.. . . .	10	to 12		Average Long Wools.. . . .		7	to 8
O.F.S. Average.. . . .	6	to 7		Short Light Wools, Super lots..		6	to 7
At East London—				Average Short Wools.. . . .		4	to 5
12 months Super Kaffarian				Coarse and coloured.. . . .		4	to 6
Skirted (special clips).. . . .	13	to 14					
12 months Super Light Comb-							
ing Grease.. . . .	11	to 12					

MOHAIR

It is, of course, well known that mohair is manufactured into a variety of dress goods, light suitings, curtain braids, imitation astrakhan, fur coatings, plushes for upholstery, furnishings, etc., motor hoods, and other articles. Cotton is used a good deal with mohair, either forming the warp or the weft yarn in such fabrics. Although the present market in Canada for mohair may be a limited one, there are doubtless a number of buyers who might make their purchases direct.

The undermentioned prices are being quoted at this date, and should give some idea of the saving which may be effected in direct buying:—

Super Summer Kids (nominal)	19d. to 22d. per lb.
Choice Summer Firsts.. . . .	11d. "
Long Blue Super Clips.. . . .	9d. to 12d. "

A list of South African exporters of mohair may be obtained from the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

HIDES AND SKINS

Good quality hides are produced in South Africa in the wet-salted, dry-salted, and sun-dried conditions. There are four varieties of skins produced in large quantities in the Union, as follows:—

1. Gloving skins (sheep skins).
 2. Merino woolled (sheep skins).
- (Consisting of combings, longs, shorts, and pelts.)

The pelts are tanned for a variety of purposes, such as book leathers, finished leathers, inner solings, etc. A selection from the shorts and pelts is made at certain

seasons of the year, and is known as shearlings or coatings, which are tanned with the short wool on, for the purpose of making coats, etc.

3. Goat skins, which consist of two kinds: the usual hair goat and Angora.

Each are sorted into various grades according to weight and quality, and are principally for the purpose of producing leather for the upholstering and boot trades.

4. Coarse wool sheep skins, which are principally used for the cheaper grade of gloves.

During 1919 upwards of 500,000 pounds of hides and skins were imported into Canada from South Africa. As in the case of South African wool, none of this quantity appears to have been purchased direct nor was shipped direct from Cape ports to Canadian ports.

Manufacturers and tanners importing hides and skins are urged to test out the South African sources of supply. A list of brokers and dealers exporting hides and skins from South African ports is filed with the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, and may be had on request.

The prices of the cheap grades quoted here during the last few days are as follows:—

At Cape Town—

Goatskins, Sound Light.. . .	9d. per lb.
Goatskins, Sound Heavy.. . .	8d. "
Goatskins Extra Heavy.. . .	6d. "
Angora's Light	4d. "
Angora's Heavy	3d. "
Capes, Extra Large Butchers' 2s. 6d. each	
Capes, Large Country.. . . 2s.	"
Bastards, Sound	4d. per lb.
Merinos, Long Combing Calendon.. . .	5d. "
Merinos, Long Wools.. . .	4d. "
Merinos, Short Wools.. . .	3d. "
Hides, Sound Drysalted.. . .	6d. to 7d.
Hides, Cut or Damaged	3d.
Hides, Wetsalted.. . .	3d.

At East London—

Hides, Drysalted or Sundried, Sound.. . .	6d. to 7d. per lb.
Hides, Drysalted or Sundried, Damaged.. . .	4d. to 5d. "
Goatskins, Sound.. . .	7d. to 8d. "
Bastards.. . .	5d. to 6d. "

At East London—Con.

Damages and Kids.. . .	4d. to 5d. per lb.
Sheepskins, Long Woolled, Sound.. . .	4d. per lb.
Sheepskins, Damaged and Short.. . .	2½d. "
Sheepskins, Transkel.. . .	2d. to 2½d. per lb.
Pelts	1d. to 2d. "

At Port Elizabeth—

Sheepskins, Sound.. . .	5d. per lb.
Sheepskins, Damaged.. . .	3d. "
Pelts, Sound.. . .	2½d. "
Coarse Wool, Sound.. . .	4d. "
Capes.. . .	2s. 6d. each
Capes, Sundried.. . . 1s.	4d. "
Angoras, Light	4d. per lb.
Angoras, Heavy and Sundried.. . .	3½d. "
Bastards, Sound	6d. "
Goats.. . .	8d. "
Goats, Sundried.. . .	7d. "
Hides, Sundried	7½d. "
Hides, Salted	6½d. "

WATTLE BARK AND WATTLE EXTRACT

During 1919 South Africa exported nearly 130,000,000 pounds of bark and nearly 14,000,000 pounds of extract, 40,000,000 pounds of the former going to the United States alone. It would therefore appear that Canadian users have purchased their supplies from the United States or other outside agency at increased cost.

The Canadian tanning industry would buy both wattle bark and wattle extract to advantage by purchasing direct. The latest quotations for these items are as follows:—

F.O.B. Durban (Natal)—

Chopped, Pressed Wattle Bark.. . .	£ 9 0 0 per ton.
Ground, Pressed Wattle Bark.. . .	9 10 0 "
Concentrated Wattle Bark (Wattle Extract).. . .	33 0 0 "

The weight in each case is 2,240 pounds per ton.

The c.i.f. price at Canadian Atlantic ports would always be considerably less than c.i.f. New York prices.

Samples of each of the grades mentioned may be seen at the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, from whom a list of South African exporters may also be secured.

OSTRICH FEATHERS

South Africa is, of course, the home of this industry, and Canadian buyers should, in their own interest, purchase direct. Competition has recently been quite weak, and the following prices, for unsorted feathers, ruled at the beginning of February:—

Whites, Super..	£6 to £7 per lb.
Whites, Good..	£4 10 0 to £5 10 0 per lb.
Feminas, Super..	4 10 0 to 5 5 0 "
Feminas, Good..	3 5 0 to 4 0 0 "
Spadonas, Super..	1 15 0 to 2 5 0 "
Spadonas, Good..	1 5 0 to 1 10 0 "
Shorts, Super..	1 0 0 to 1 10 0 "
Shorts, Good..	0 9 0 to 0 12 0 "

A list of the principal South African exporters of ostrich feathers may be obtained from the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

In a further instalment of this report information will be given regarding other South African products and raw materials, including: ivory, vegetable ivory, palm kernels and palm oil, cedar wood, chrome ore, vanadium ore, fresh fruit, dried fruit, aloes, liquorice root, buchu leaves, etc.

THE PORT OF BARCELONA

Like all the other Spanish ports, Barcelona belongs to the State, and is controlled by a board of administration, on which the naval, customs, and health authorities are represented. Barcelona is the chief Spanish seaport. It is the fifth port of the Mediterranean, only being surpassed by Marseilles, Genoa, Trieste, and Alexandria. The port is not a natural harbour, and an enormous amount of construction had to be carried out to make it as safe as it is to-day. The Barcelona breakwater, for instance, is more than 3 kilometres long. The length of quays is about 8½ kilometres, with a depth of water varying from 8 to 11·20 metres. The ground available for the deposit of goods is 250,000 square metres, more than one-fifth of which is at present roofed in, and in a short time over one-third of the space will be so covered. This port has at present over 9½ kilometres of railway linked up with the Barcelona lines. To facilitate unloading there are bridge derricks, electric, hydraulic, and floating cranes. There is a bonded warehouse and other warehouses covering some 7,200 square metres of ground provided with cold storage and grain elevators. For ship repairs there is a yard and a Clarke & Stanfield floating dock. Various new important works and improvements are projected and likely to be finished soon, and will add to this fine port's prestige.

PRAGUE AGRICULTURAL FAIR

With a view to promoting better methods of agriculture, an agricultural exposition is to be held at Prague, May 12 to 17, 1921, at the exhibition buildings in that city, according to a statement by Assistant Trade Commissioner of the United States, Donald L. Breed, at Prague. Foreigners are invited to display their machines or animals at this fair, as it is one of the aims of the directors to make the fair of international character. General farming plant culture, forestry, stock raising, special industries, agricultural machinery, trades and products allied to agriculture, agricultural co-operative societies, and farm construction are the various phases of the fair. It is planned to make the fair an annual event, as it was previous to the war. The enterprise is under the direction of the General Association of Bohemian Agricultural Societies. Space and information can be obtained by applying to Zemedelska Jednota Ceskoslovenske Republiky, Vodickova 38, Prague II, Czechoslovakia.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 16, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending March 16; those for the week ending March 9 are also given for the sake of comparison:—

		Parity.	Week ending March 9, 1921.	Week ending March 16, 1921.
Britain.. . . .	f	1.00	\$4.86	4.4301
France.. . . .	Fr.	1.	.193	.0809
Italy.. . . .	Lira	1.	.193	.0419
Holland.. . . .	Florin	1.	.402	.3899
Belgium.. . . .	Fr.	1.	.193	.0848
Spain.. . . .	Pes.	1.	.193	.1580
Portugal.. . . .	Esc.	1.	1.08	.1037
Switzerland.. . . .	Fr.	1.	.193	.1910
Germany.. . . .	Mk.	1.	.238	.0179
Greece.. . . .	Dr.	1.	.193	.0866
Norway.. . . .	Kr.	1.	.268	.1818
Sweden.. . . .	Kr.	1.	.268	.2548
Denmark.. . . .	Kr.	1.	.268	.1904
Japan.. . . .	Yen	1.	.498	.5532
India.. . . .	R.	1.	2s.	.2908
United States.. . . .	\$	1.	\$1.00	1.1406
Argentina.. . . .	Pes.	1.	.965	.8996
Brazil.. . . .	Mil.	1.	.4850	.1767
Roumania.. . . .	Lei	1.	.193	.0150
Jamaica.. . . .	f	1.	4.86	4.4199
Shanghai, China.. . . .	Tael	1.	.631	....
Batavia, Java.. . . .	Guilder	1.	.402	....
Singapore, Straits Settlements.. . . .	\$	1.	.49	....
Barbados.. . . .	\$	1.	1.	.91½ - .94
British Guiana.. . . .	\$	1.	1.	.91½ - .94
Trinidad.. . . .	\$	1.	1.	.91½ - .94
Dominica.. . . .	\$	1.	1.	.91½ - .94
Grenada.. . . .	\$	1.	1.	.91½ - .94
St. Kitts.. . . .	\$	1.	1.	.91½ - .94
St. Lucia.. . . .	\$	1.	1.	.91½ - .94
St. Vincent.. . . .	\$	1.	1.	.91½ - .94
Tobago.. . . .	\$	1.	1.	.91½ - .94

REVISED TARIFF REGULATIONS, BRITISH INDIA

The Department of Trade and Commerce has received a copy of the revised tariff valuations for import duties in British India for the year 1921. These valuations have been fixed by the Governor General in Council for use in connection with the levying of customs duties on certain goods subject to ad valorem rates of duty, usually 2½ per cent or 7½ per cent. There are also many commodities on which no fixed valuation has been declared.

GREAT BRITAIN'S NEW CREDIT SCHEME TO BENEFIT DOMINIONS

In a report of the Canadian Associated Press under date March 10, Sir Robert Horne, President of the Board of Trade, announced in the British House of Commons an export credit scheme in a new form to be extended to the Dominions. The following is quoted:—

"Instead of advancing a hundred per cent of the cost to the manufacturer or exporting agent here, as has been done up to the present, we propose guaranteeing up to 85 per cent of the invoice price of the goods on approved security. The Government felt that the scheme ought not to be confined to countries of Europe, but similar facilities ought to be given to the trade with our own Dominions. The security there is much safer and business in every respect is quite as good."

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

Food Products

2805. **Canned fish.**—A Cape Town manufacturers' agency, covering the whole South African field, desire to represent Canadian exporters of canned salmon, sardines, etc. Sample labels and prices f.o.b. Atlantic ports should accompany first letter.

2806. **Flour.**—The London branch of a firm in Smyrna wish to be placed in direct correspondence with Canadian flour mills able to export.

2807. **Wheat.**—A well-recommended firm of millers in Colombia desire to be placed in communication with exporters of wheat from Canada. Quotations should be on basis of c.i.f. Cartagena.

Miscellaneous Products

2808. **General goods.**—A large Johannesburg importing house, with branch at Port Elizabeth, request catalogues and prices f.o.b. Canadian Atlantic ports or c.i.f. Cape ports from Canadian manufacturers of general hardware, furniture, glassware, crockery, cutlery, and provisions. Full particulars requested with first letter, enabling orders to be sent at once for trial shipments.

2809. **Handles (pickaxe and hammer).**—A South African importer desires immediately prices f.o.b. Atlantic ports and samples of Canadian-made axe and hammer handles.

2810. **Drygoods.**—A Cape importer, with large country trade, desires to get into touch with Canadian manufacturers of working shirts, overalls, trousers, etc.; also shirtings, khaki drills and denims, felt goods and textile lines. F.o.b. prices and samples requested.

2811. **Three-ply timber.**—A well-known Johannesburg firm ask Canadian exporters of three-ply timber to immediately send samples, prices, and shipping details for clear pine and pine shelving. Large shipments can be negotiated.

2812. **Sectional bookcases.**—A large Durban furniture and office equipment firm ask for catalogues and f.o.b. prices from Canadian manufacturers of sectional bookcases similar to the Globe-Wernicke system.

2813. **Surgical instruments and apparatus.**—A South African manufacturing and importing house, in a large way of business, desire to enter into business relationship with Canadian manufacturers of surgical instruments and apparatus. Full particulars and prices requested immediately.

2814. **Hardware and tubular wheelbarrows.**—A Johannesburg manufacturers' agent requests Canadian manufacturers of hardware, and especially tubular wheelbarrows, to send catalogues or illustrations, f.o.b. prices, and shipping terms

2815. **Agents.**—One of the best-known South African manufacturers' agents, with head office at Johannesburg and branches throughout the Union, desires to represent a first-class Canadian shipping or indent house able to buy for and finance the shipments of a large number of South African importers.

2816. **Engineering representatives.**—One of the foremost South African engineering houses, with head office at Johannesburg and branches throughout the Union, are open to consider the representation in South Africa of Canadian machinery manufacturers. Catalogues and outline of agency proposition requested with first letter.

2817. **Agency for hardware and building lines.**—A manufacturers' agent, with office at Cape Town, desires sole agencies in South Africa for Canadian hardware, timber and building lines; also 3-ply veneer and asbestos cement sheets for ceilings and roofs.

2818. **Lumber.**—An importer in Paris desires to get into communication with Canadian exporters of hardwoods, Douglas fir and cedar. Is prepared to order a sample shipment of different Canadian woods as an experiment with a view to specializing in lines which are most suitable. Quotations should be made in both Canadian and metric measurements.

2819. **Hardware agents.**—Commission agents, representing several large Canadian manufacturers, are desirous of securing the exclusive agency for a good hardware manufacturing firm, covering territory in the British West Indies. Most suitable lines are builders' tools, nails, screws, etc.

2820. **Manganese ore.**—French importer desires to enter into communication with producers of manganese ore with a view of importing same direct from mine owners.

2821. **Agent.**—A Canadian, at present carrying on business as an importer in London, England, is desirous of being put in touch with reliable Canadian manufacturers of miscellaneous products with a view to acting as their sole representative. At present handling the importation and exportation of jewellery, silver, stainless steel, china, and engineering articles of all description.

2822. **Piano wire.**—A manufacturers' agent in Australia desires to be put in touch with manufacturers of hard steel piano wire of all gauges.

2823. **Cotton thread.**—Belgian desires quotations on cotton thread for the manufacture of laces for shoe manufacturer producing 10,000 to 15,000 pairs shoes weekly. Permanent connection desired.

2824. **Agent for butter machinery wanted.**—Belgian is interested in getting in touch with a reliable agent in Canada to undertake sale of special butter machinery, undertaking to buy the butter so manufactured.

2825. **Sawing outfits.**—Belgian living in the Belgian Congo will be glad to receive Canadian catalogues and prices of portable sawing outfits for power sawing of firewood for Congo wood-burning steamers.

MARKET FOR CANADIAN HARDWOODS IN FRANCE

With reference to Trade Inquiry No. 2818 of this issue the Canadian Government Trade Commissioner in Paris reports that he has recently received several inquiries in regard to Canadian woods, especially hardwoods, which are practically the only ones known in the French market. There appears to be a scarcity in France of woods suitable for the manufacture of furniture, doors, etc., and this fact indicates that there should be an excellent opportunity for Canadian lumber merchants to open trade connections. Quotations should be in the metric system, or a comparison made between metric and Canadian dimensions.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

To LIVERPOOL.—*Empress of France*, C.P.O.S. Line, about March 24; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about March 25; *Melita*, C.P.O.S. Line, about March 26; *Minnedosa*, C.P.O.S. Line, about April 2; *Empress of Britain*, C.P.O.S. Line, about April 4.

To LONDON.—*Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about March 30; *Holbrook*, C.P.O.S. Line, about April 15; *Tunisian*, C.P.O.S. Line, about April 18.

To GLASGOW.—*Pretorian*, C.P.O.S. Line, about April 1; *Sicilian*, C.P.O.S. Line, about April 14.

To MANCHESTER.—*Manchester Importer*, Manchester Liners, about March 23.

To SOUTHAMPTON.—*Scandinavian*, C.P.O.S. Line, about April 1; *Corsican*, C.P.O.S. Line, about April 16.

To DUBLIN.—*Dunaff Head*, Head Line, about March 31.

To CARDIFF AND SWANSEA.—*Canadian Trooper*, Canadian Government Merchant Marine, Ltd., about April 14.

To ANTWERP.—*Scandinavian*, C.P.O.S. Line, about April 1; *Holbrook*, C.P.O.S. Line, about April 8; *Corsican*, C.P.O.S. Line, about April 16.

To ROTTERDAM AND HAMBURG.—*Dunaff Head*, Head Line, about March 31.

To HAVRE.—*Bolingbroke*, C.P.O.S. Line, about April 15; *Tunisian*, C.P.O.S. Line, about April 18.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—A steamer, Houston Line, about April 15.

To AUSTRALIA AND NEW ZEALAND.—*Carpentaria*, New Zealand Shipping Company, about March 23; *Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about April 16; a steamer, New Zealand Shipping Company, Ltd., about April 20.

To EASTERN AND FAR EASTERN PORTS.—*Hellenes*, Houston Line, about March 25.

To SOUTH AFRICA.—*Fantae*, Elder-Dempster & Co., March 25.

From Halifax

To NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about March 23.

To BRITISH WEST INDIES.—*Chaleur*, Royal Mail Steam Packet Company, about April 1.

To LIVERPOOL.—*Cassandra*, Anchor-Donaldson Line, about April 1; *Canada*, White Star-Dominion Line, about April 3.

To MANCHESTER.—*Manchester Importer*, Furness, Withy & Co., about March 25.

To GLASGOW.—*Cassandra*, Anchor-Donaldson Line, about April 1.

To PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Anchor-Donaldson Line, about April 23.

To ST. JOHN'S (Nfld.).—*Rosalind*, Red Cross Line, about April 1; *Sable I.*, Farquhar & Co., Ltd., about March 25.

To HAMBURG, DANZIG, AND LIBAU.—*Gothland*, Red Star Line, about March 28.

To BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Beaver*, Canadian Government Merchant Marine, Ltd., about March 23.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

From Vancouver, B.C.

TO SYDNEY AND MELBOURNE.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUCKLAND, WELLINGTON, AND LYTTELTON.—*Canadian Winner*, Canadian Government Merchant Marine, Ltd., about April 15.

TO SINGAPORE, COLOMBO, AND BOMBAY.—*Canadian Traveller*, Canadian Government Merchant Marine, Ltd., about March 30.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Statesman*, Harrison Direct Line, about April 11; *Centurion*, Harrison Direct Line, about May 22.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUSTRALIA AND NEW ZEALAND.—*Makura*, Canadian-Australasian Royal Mail Line, about March 30.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about April 28.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about April 19.

TRADE OPPORTUNITIES WITH PALESTINE AND SYRIA

(*Foreign Trade Bulletin*)

The new development of trade along the eastern Mediterranean coast in Syria, Palestine and Egypt is receiving careful study from British and French firms, as well as American business men.

Recent reports from our representatives in the field emphasize the new direct railway connection established from Beirut and Damascus through Palestine into the heart of Egypt. Considerable quantities of goods are now imported into Palestine and Syria via Alexandria and Cairo. However, the chief method of bringing goods into Syria and Palestine is still through the seaports—Beirut, Haifa and Jaffa.

Very few figures are available on Syrian conditions, due chiefly to the unsettled condition of the country. In Palestine, under the business-like administration of Sir Herbert Samuel, trade and industry are rapidly recovering from the wave of depression that set in in the spring of 1920. The market had been glutted with cheap German and Austrian goods brought in through Trieste, also with British cotton goods bought at very high prices. Until this accumulation of goods had been cleared, the banks had to refuse credit facilities to the Palestinian firms. However, reports now indicate that with the new building season and the plentiful harvests, Palestine will be able to absorb a considerable portion of the expected Jewish immigration.

During 1920 Palestine has imported at least seven times as much as she exported. There is no doubt that for American manufacturers of agricultural machinery, hardware, wagons and carriages, motor trucks and chemical fertilizers, Palestine is a good field to develop. In a like way, building materials and equipment as well as fuel can be marketed by wide-awake American business men. In return, available imports include oranges; soap, made of olive oil; almonds; maize; barley and various Oriental articles made by skilful wood and metal workers.

Meanwhile, the Palestine Administration is going ahead with an extensive programme of public works. The industrial future of the country depends on the hydro-electric developments now being surveyed by competent engineers, whose opinion is that not only are these waters sufficient to generate electrical power for Palestinian industries but also to provide a surplus for irrigation.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA



Outer and Inner Harbour at Salina Cruz, Mexico, Eastern Terminus of the Tehuantepec Railway. (See page 524).

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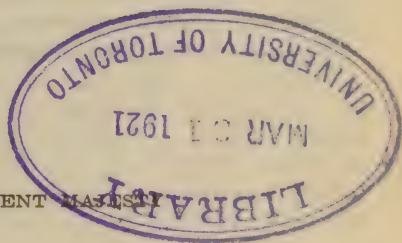


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, March 28, 1921

No. 895

INDIA AND THE MIDDLE EAST AS A MARKET FOR IRON AND STEEL PRODUCTS

H. R. POUSSETTE, DIRECTOR, COMMERCIAL INTELLIGENCE SERVICE

[This is the fourth of the series of articles on the Markets of India and the Middle East. The first article dealt with Provisions and appeared in No. 892; the second discussed the market for Wool and Timber and Paper, and appeared in No. 893; and the third, which was on Agricultural Machinery, was published in the last issue, No. 894.]

[It should be noted that the nominal value of the rupee is now 2 shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. to 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000 rupees, and is written 1,00,000; a crore equals 100 lacs. In India the rupee is divided into 16 annas, and the annas are further subdivided into 4 pice. In Ceylon the rupee is divided decimally.]

PRODUCING COMPANIES

Iron and steel in various forms is imported into India in exceedingly large quantities, as a reference to the statistics will show. At the present time there are three producing companies organized in India; the Tata Iron and Steel Company, a very important concern which manufacture at Jamshedpur, about 150 miles west of Calcutta; the Bengal Iron Company, which make iron, ferro-manganese and iron products at Kulti, some 140 miles from Calcutta on the East Indian railway; and the Indian Iron and Steel Company, which it is expected will commence manufacturing pig-iron about the middle of 1921.

India contains fairly large quantities of coal, mostly situated in the provinces of Bengal and Bihar, and deposits of iron ore, which are said to be almost inexhaustible, are found in Singhbhum district, Chota Nagpur, and in which very large claims have been staked out by the three Indian companies already mentioned. The iron ore is said in certain locations to have a depth of from 2,000 to 3,000 feet, part of which is below and part above sea level.

DESCRIPTION OF IRON ORE DEPOSITS

The following description by Dr. Fermor, of the Geological Survey of India, is taken from the report of the British Trade Commissioner:—

“Dr. Fermor, of the Geological Survey of India, has recently reported as follows on the discovery of the new iron ore deposits owned by the Bengal Iron and Steel Company at Pansira Buru and Buda Buru, in the Saranda forests of Singhbhum, near Manharpur. This discovery may be destined to rank as an epoch-making discovery in the history of the Indian iron and steel industry. With these deposits as a starting point, subsequent prospecting has led to the discovery of what appears to be a range of iron ore, forming a definite geological stratum, in the Dharwars of Singhbhum. Judging from the accounts of reliable geologists in private employ, the iron ore range, rising to heights of 2,000 to 3,000 feet above sea-level (i.e., roughly

1,000 to 2,000 feet above the adjoining valleys), runs almost continuously for forty miles in a south-southwest direction from near Pansira Buru through Saranda into the Keonjhar and Bonai states of Orissa. This iron ore range has been largely staked out by the Bengal Iron and Steel Company, the Tata Iron and Steel Company, the Indian Iron and Steel Company, and Messrs. Bird and Company. The Pansira Buru deposit shows a body of high-grade hematite about 400 feet thick and 1,300 feet long, with a steep dip, down which the deposit has been exposed by quarrying operations for some 500 feet. The one body plunges to an unknown depth and the ore, according to the Bengal Iron and Steel Company, averages on analysis:—

Per cent		Per cent	
Iron..	64.00	Manganese..	0.06
Silica..	3.00	Phosphorus..	0.05

"It is stated that, at one place on one of the concessions of the Tata Company, a ravine cutting across the iron ore range shows a continuous thickness of some 700 feet of hematite running over 60 per cent in iron.

"An officer of the Geological Survey of India has been detailed to make an examination of the whole iron ore range and, if his examination and the results of future development work confirm the present ideas as to the magnitude of this discovery, it is evident that India may be regarded as provided with reserves of high-grade iron ore commensurate with as large an expansion of her iron and steel as may be justified by the requirements not only of India, but of surrounding Eastern markets.

THE FUTURE METALLURGICAL CENTRE

"When one remembers the existence of vast deposits of limestone in Gangpur state to the west and the proximity of the most important coal fields of India, it seems probable the future development in iron and steel smelting in India will be concentrated in or near Singhbhum. These probabilities, combined with the actualities of Sakchi, the successful inauguration of copper smelting by the Cape Copper Company, and the arrangements to smelt the Burmese zinc concentrates in Singhbhum, not to mention such smaller enterprises as those based on the apatite, chromite, wolfram, ochre and clay deposits of this district, make it evident that Singhbhum is destined to become the metallurgical centre of India.

"Whilst the production of iron and steel by the well-established methods of smelting with coke as the source of heat is bound to centre in Singhbhum, the question of producing electric steel and ferro-alloys in Mysore is receiving attention, and should a large hydro-electric scheme be installed near the west coast, as is proposed, the question of smelting the hematitic ores of Goa would also be worth consideration.

"The possibility of treating the low-grade magnetites of Salem has been examined, and it is evident that these quartzose magnetic ores, like the magnetite-apatite rocks of Singhbhum, will, unless smelted in admixture with other ores, be suitable for treatment as iron ores only after magnetic concentration and briquetting."

INDIA'S METALLURGICAL INDUSTRY IN ANCIENT TIMES

The head of one of the largest industrial companies in India estimated that the country had sufficient iron ore to last for thousands of years. India is also well off for the necessary fluxes for the manufacture of pig-iron. The country therefore should be in an excellent position for the manufacture of iron and steel and the products of those metals, within limits. Iron smelting has been practised in India from very early times. Mr. Lees Smith in one of his books on Indian economics states that the manufacture of steel and wrought-iron had reached a high state of perfection at least two thousand years ago, and that the famous iron pillar at Delhi,

which is not less than 1,500 years old, is still a marvel. It consists of a mass of wrought-iron, the like of which in modern times could only have been produced by the largest factories. He further says that the famous Damascus blades were finished from iron brought from a remote Indian village which has now passed into oblivion. Indian steel was at one time used for cutlery even in England; yet at the present time India in a commercial sense is only at the beginning of an iron industry. Thus does history repeat itself.

PRODUCTION OF MODERN PLANTS

The Tata Iron and Steel Company, Ltd., produced pig-iron from about the end of 1911, and mild steel was added in the following year. In 1918 the Tatas produced 198,000 tons of pig-iron and 71,000 tons of rails, and they are now working on a contract given by the Indian Government, for 20,000 tons of steel rails annually, which is to extend over a period of ten years. The general manager of the works is an American.

The Bengal Iron Company commenced the production of pig-iron nearly half a century ago, but apparently without success. This company, after suffering many vicissitudes, has grown within the last few years into an exceedingly prosperous and firmly established concern. Its output of pig-iron is at the rate of about 10,000 tons a month. In addition to pig-iron—of which a considerable quantity is exported to Japan and Australia—the Bengal Iron Company manufacture ferro-manganese, cast-iron piping, iron castings, and a number of by-products such as tar, sulphuric acid, and sulphate of ammonia, which go hand in hand with such an industry. It will be of interest to Canadians to learn that the general manager of these works spent most of his life and gained his experience in Canada.

It has been predicted that in another five years India will be producing between 800,000 to 900,000 tons of pig-iron a year, but on present indications this appears excessive. But there are those in India who declare with perfect confidence that before long India will be exporting pig-iron not only to Japan, China, and Australia, as she does now, but to the United Kingdom, the United States, and Canada.

FERRO-MANGANESE

Ferro-manganese has been made in considerable quantities at the works of the Bengal Iron Company, with a guaranteed minimum of 70 per cent of manganese, and phosphorous contents not greater than 0.55 per cent. A small quantity of this is used locally, and the balance is exported. For the fiscal year ending March 31, 1920, the exports of ferro-manganese from India amounted to 506 tons—a very considerable decrease on the previous year, when 10,878 tons were sent abroad. For the two months ending May 31, 1920, the exports amounted to 3,023 tons, of which the greater portion was shipped during the month of May.

In addition to the manufacture carried on by the Bengal Iron Company, ferro-manganese is also made at Jamshedpur. It is produced in India by the blast-furnace method. One authority states that, owing to limitations in the quality of the coke, and the high percentage of phosphorous contents in Indian manganese ores which seems to increase with depth, it is not likely that the country will ever be a large producer of a ferro-manganese with a low percentage of phosphorous contents by the methods at present practised.

IRON AND STEEL PRODUCTS

Very little is heard of Canadian steel in this market, although a certain amount has found its way to India. One firm in Madras stated that they were importing both iron and steel from Canada, and this was one of the few instances where mention was made of Canada in this connection. Considering the huge business which the United States have worked up in India in iron and steel products, there seems no

reason why the Dominion, particularly now that direct steamship connections have been established, should not be able to do a considerable amount of business in this market. The imports of steel angles and springs in the fiscal year 1919-20 amounted to over Rs. 52 lacs, and the imports of steel bars and channels to over Rs. 2 crores, of which the United States exported no less than Rs. 1,08,00,000, or about £1,000,000. Of the total of bars and channels imported, the United Kingdom supplied to a value of about Rs. 74 lacs. The trade for April and May, 1920—the first two months of the financial year—amounted to 28,421 tons, of which the United Kingdom supplied 18,000 and the United States about 4,500 tons. Possibly the reason for the change over was due to the industrial troubles to which the iron and steel industry in the United States was subjected during 1920.

Canada has competed in Japan and China in steel bars, and is possibly doing so to-day; accordingly our steel mills should be able to do equally well in India. It is very likely that the supplies sent into this country will continue to be heavy if not to expand over a number of years. One firm stated that if they could be assured of receiving supplies from the Dominion they would be prepared to take 30,000 tons of mild steel a year, spread over girders, bars, angles, tees, rods, plates and sheets. Importers stated that there is a very good market for tool steel in squares, rounds, flats, hexagonals and octagonals, $\frac{1}{4}$ inch to 3 inches. There is a certain amount of faggot steel imported into Burma, and possibly into other parts of India. In the former country these are manufactured into big knives called Dahs, which are almost always carried by the jungle natives. These knives are also made of bar iron and edged with Milano steel.

In connection with the steel business, it should be mentioned that a good deal of it is done on a consignment basis—in fact the head of a very large importing house stated that practically all British steel manufacturers do a consignment business in India, and the same remark applies to wire rope.

American steel manufacturers appear to be very determined to make themselves supreme in the Indian market, and some of them have opened up their own offices. It is understood that the largest of these will carry heavy stocks, and supply their customers from their own godowns, as is their practice in other parts of the world. This is undoubtedly a sound as well as an aggressive policy, and one that will probably be very well rewarded in the future.

GALVANIZED IRON SHEETS

The importation of galvanized iron plates and sheets, both corrugated and plain, amounted in the fiscal year 1919-20 to Rs. 2,30,00,000, which was a huge increase over the two previous years. A glance at the trade figures shows that the United Kingdom is absolutely supreme in this commodity, the exports increasing from Rs. 8 lacs in 1918-19 to over Rs. 2 crores in 1919-20, whereas the United States only increased their trade from Rs. 6 lacs to Rs. 12 lacs.

The market in galvanized iron sheets requires most particular attention. The British corrugations are from $1\frac{1}{4}$ inch to $1\frac{1}{2}$ inch deep, and are preferred to the American article, in which the corrugations are shallower. The British iron is 33 inches wide and the American 32, and both sheets have ten corrugations. The point in favour of the British product is that there is a margin of $1\frac{1}{2}$ inch on each side beyond the outside corrugation, which amounts to having a half corrugation on each side, whereas the American makers have skimmed this outside margin. In discussing this subject, the head of one of the large importing firms pointed out that with the very heavy rains experienced in India, accompanied often by high winds, anything less than a lap of $1\frac{1}{2}$ -inch corrugation at the sides of the sheets, and 6 inches at the ends, is insufficient for galvanized corrugated iron roofs. He stated that he was speaking from an extensive experience of tea gardens, where galvanized iron is practically the universal roofing material for factories, godowns, leaf houses, and even bungalows.

It must be borne in mind that the rainfall on tea gardens in parts of Assam, and in the sub-Himalayan tracts, is from 150 to 200 inches per year, and very often comes down in quantities that would almost seem inconceivable to Canadians. Before the war Belgian galvanized iron was very largely imported, and it probably will be again, but at the time of writing the competition from that country has not become severe.

Corrugated sheets come out from the United Kingdom marked in the following manner: first, length is given, and below that the number of sheets per bundle, as for instance, 6-12, 7-10, 8-9, 9-8, or 10-7. These bundles are made up to an average weight of $1\frac{3}{4}$ cwt. and are secured with three corrugated iron hoops $1\frac{1}{2}$ inch by $\frac{1}{2}$ inch, and it is necessary that the bundle be marked with the brand, the weight and size. Consignees claim all shortages but do not pay for overweight. Corrugated sheets, in addition to being used on the tea gardens, as already stated, are also largely used in jute mills along the Hooghly river, and as roofing for small factories, coolie quarters, etc.

One firm in Rangoon stated that they had had corrugated iron from Canada, but this was the single instance met with, although it is possible that others may have imported it without the fact having been stated to the writer.

BOLTS AND NUTS

Bolts and nuts are made in India near Calcutta, but as the figures show, this local industry is not able by any means to supply the requirements. The imports for the fiscal year 1919-20 amounted to nearly Rs. 26 lacs, of which the United Kingdom supplied to the value of about Rs. 14 lacs, the United States about Rs. 10 lacs, and Japan a little over a lac. It is interesting to note how the trade of the United Kingdom jumped up in the year referred to, while that of the United States and Japan, and particularly the latter, fell away. Apparently Canadian bolts and nuts have come into this market, as one dealer stated that he had handled them, and that they were quite satisfactory. He mentioned that the packages were a little short in weight, being 112 pounds gross instead of 110 pounds net, the latter being the weight to which the Indian market is accustomed. Owing to the simplicity of the process of making bolts and nuts, it seems very likely that India will in time supply herself with these articles, although whether she will be able to compete with concerns that manufacture quantities ten or twenty or thirty times as large as any that are made in the Dependency, remains to be seen.

NAILS

The import of nails, other than wire nails, rivets and washers, is fairly considerable, being for the fiscal year 1919-20 as much as Rs. 44 lacs, although that was just about a third of the trade of the year before. Manufacturers in the United Kingdom and the United States easily lead in this trade, but the two Scandinavian countries were able between them to supply something over Rs. 9 lacs. The statistics bear out what the importers stated, that there is a huge business in rivets. These are chiefly imported from the United Kingdom. Rivets are also made in India. One importer showed a sample which he said was 20 per cent cheaper than the foreign article, and quite as satisfactory, but that the local works were not able to supply the demand. There is a good market for rose nails, and also for dowel and jagged nails.

PIPES AND FITTINGS

The trade in piping is valuable, the imports amounting in 1919-20 to 10,499 tons of cast iron, and 35,648 tons of wrought iron. The former had a value of nearly Rs. 34 lacs, and the latter of nearly Rs. 2 crores, or together a total of about £2,000,000. Cast iron shows an increase and wrought iron a very considerable increase, over the

two previous years, the imports for which were respectively cast iron 7,667 and 6,998 tons and wrought iron 12,359 and 14,308 tons. For the first two months of fiscal year 1920-21 these amounted to 3,395 tons of cast and 6,368 of wrought iron piping.

Cast iron piping is manufactured in India by the Bengal Iron Company, but if wrought iron piping is also made, it must be in very small quantities. The Bombay Port Trust are undertaking extensive works in connection with the port and city, for which enormous quantities of cast iron pipes will be required; and there is a demand for black galvanized iron piping, and for steel piping—all of which have at various times been purchased from Canada. Canadian wrought iron tubing has also found its way into this market. The demand for wrought iron tubing, black and galvanized, is in sizes of from $\frac{3}{4}$ -inch up to 6-inch. These are imported from the United Kingdom and the United States, in almost equal quantities, although the former seems to be regaining her old place at the expense of the latter. Wrought iron piping is used in India for gas and for steam, the former painted black and the latter red. The red piping has the word "steam" painted on it. Wrought iron galvanized pipes are also used for conducting water.

HOOPS AND STRIPS

The business in hoops and strips is a huge one, amounting to 28,000 tons for the fiscal year ended 31st March, 1920, which is an increase over the two previous years. The imports for the months of April and May, 1920, amounted to 3,861 tons. There is a great demand for these strips for use in connection with tea and rubber chests, and they are also used in baling jute, etc. The United Kingdom is the chief supplier, with the United States a fair second.

WIRE, PLAIN, BARBED AND WOVEN

The total imports of wire for the fiscal year 1919-20 amounted to 6,395 tons, which is a decrease of about 1,000 tons on each of the two preceding years. The supplies brought in for the first two months (April and May) of the present fiscal year amounted to 1,231 tons. There is a considerable demand for fencing wire, and also for woven wire. Fencing wire is used on tea estates, and on Government farms, etc., but the lands of the peasants are not fenced in, as they are much too poor to afford it. One importer expressed the opinion that the demand for woven wire fencing will continue to be constant, as it is found to be most useful for the purpose for which it is required, principally keeping out pigs, goats and vermin from the tea gardens. On each tea estate large numbers of coolies are employed, most of whom keep cattle, pigs and goats, and it is as a protection against the depredations of these animals that so much of the woven wire fencing is used. In other parts, where there is no likelihood of these animals breaking through, the gardens are usually fenced with barbed wire, although where they abut on the jungle, protection is not considered necessary.

It is pleasing to note that Canadian woven wire fencing has firmly established itself on this market, and is probably more used than the make of any other country, although very few in India are aware of the fact. There is a certain, but by no means extensive, demand for wrought iron gates. One dealer was very interested in a gate which he had seen in Canada, which opened automatically on approach, and was anxious to obtain one.

Wire netting, which should be painted green, is in considerable request. This is imported from the United States in 12, 14, 16 and 18 mesh, 3 feet wide, and in rolls of 50 feet, and also 8 by 8 to the inch—which latter is used for rice mills. On tea estates a good deal of 19 gauge wire netting is employed in the withering houses, $\frac{1}{2}$ and $\frac{3}{4}$ mesh and 3 feet wide.

Canadian wire is well known in this market, but appears to be considered by the dealers to be somewhat dull in appearance. One large importer stated that the prewar German wire was the very best he had ever handled, but in his opinion the article turned out in the United States to-day is exceedingly satisfactory, and one point upon which he was very strong was that the packing of the latter was the best in the world.

GALVANIZED AND BRASS WIRE SCREENS

Galvanized and brass screens are in some demand by tea estates for use in the machines for sifting tea.

WIRE NAILS

In the fiscal year ended March 31, 1919-20, 6,689 tons of wire nails were imported and in the first two months (April and May) of the next fiscal year, the figures amounted to 490 tons. American wire nails appear to have been favoured more than any other, although the figures for the first two months of the fiscal year 1920-21 show that out of the 490 tons imported during that period, the United Kingdom supplied 374 and the United States only 15. Canadian nails are very well known but are not thought so well finished or well polished as the American, which in a market like India, where appearances count for so much, militates against their sale. Very large stocks of wire nails are carried by the principal importers, and one of them pointed out in his godown no less than 12,000 kegs. Unfortunately several shipments of Canadian nails arrived here some time ago, and, owing probably to mishandling in transshipment, the kegs on arrival in Calcutta went to pieces. The consequence of this was that the importers suffered a considerable loss, one of them putting it as high as 50 per cent, although that is probably somewhat exaggerated. With regard to the appearance, the difficulty does not lie so much with the ultimate consumer as with the bazaar merchants, who profess fear that if the nails are not bright their customers will not take them off their hands.

There is a good market for nails for horse shoes and also for bullock shoes between $1\frac{1}{4}$ to $1\frac{1}{2}$ inches.

All wire nails arrive on the market packed in kegs containing 100 pounds net, but it was stated by one or two importers that there seems no reason why they should not come out in cases of 45 to 50 pounds. Referring to American packing, one importer drew attention to some kegs of American nails to prove his point as to the excellence of their method. These kegs had wire hoops at the top and bottom, and other hoops four inches from each end. The ends of the wire were firmly twisted together and the hoops, which were fixed with staples driven in at intervals, had apparently been hammered over the ends of the keg. The breakages among American kegs are said to average not more than 1 per cent. Apparently the bazaar prefers wire nails with chequered heads.

STAMPED METAL

There does not appear to be much demand for stamped metal, either for ceilings or any other purpose. Very possibly the reason of this is that it is not known, or has not been properly put up, or when put up has not been cared for and kept painted. One of the principal hotels in India has a stamped metal ceiling which is anything but a good advertisement for this article as it has not been well put up, is badly painted, and inclined to separate in parts. In addition to ceilings, there is a market, probably a small one, for ridge capping, guttering, skylights, etc. Metal ceilings are used to some extent in moving picture houses. In Madras one importer stated that the demand was good, as Indians who have recently made money purchase these ceilings to beautify their houses, but the market cannot be more than a comparatively large one. Stamped metal is being brought in from Melbourne, Australia.

and from the United Kingdom, but very little seems to originate in the United States. It is quite possible that if an aggressive campaign were undertaken, and a certain amount of advertising done, a market could be found for this article, or perhaps better said, that the present one could be expanded.

SCREWS

The imports of screws into India for the fiscal year 1919-20 amounted to 13,082 tons, which is a decrease over the previous year. So far as could be learned screws are very largely imported from the United States. As in the case of wire nails, large stocks of screws are carried, and in the godown referred to which contained the large stocks of nails, there was held £10,000 worth of screws.

EXPANDED METAL

There is a considerable demand for expanded metal, in connection with ferro-concrete buildings, and as this is made to great advantage in Canada, manufacturers should endeavour to establish themselves in this market. In India this material is found to be economical in the construction of floors, walls, etc., not only as it saves labour, but also space in the buildings. One point that was brought out in conversation in regard to this article was that the packing should be very carefully studied, as it was most necessary to protect the edges while in transit. With this object in view, it was recommended that diagonal cross-bars should be fastened at each end to protect the edges, as it was this part that was liable to suffer most.

There is also a very fair market in India for metal lathing of various kinds, and it is likely to be an increasing one.

EXPORT TRADE TO RUSSIA

The following cablegram, dated March 18, has been received from the office of the Canadian High Commissioner in London, England, regarding exports to Russia:—

“The Board of Trade announces that licenses are no longer required for exports to Russia of any goods, other than goods export of which is prohibited, except under license to all foreign countries.”

LINSEED OILCAKE IMPORTS INTO THE UNITED KINGDOM

TRADE COMMISSIONER J. E. RAY

Manchester, March 1, 1921.—Two years ago, comprehensive reports on the linseed oilcake market in Great Britain were published in *Weekly Bulletin* No. 800 (June 2, 1919). The countries of origin, the annual values of the imports, and the peculiar characteristics of the market, were quoted, so that little remains to be said on the subject beyond the statement that merchants are under the impression that next winter's demand is likely to be in excess of the demand existing during the present season.

Changes in the sources of the imports are worthy of notice, however. During the last six years there have been fluctuations in the quantities annually imported, the figures being: 1913, 83,679 tons; 1914, 47,555 tons; 1915, 66,697 tons; 1916, 74,418 tons; 1917, 76,860 tons; 1918, 8,109 tons; 1919, 71,252 tons. Statistics covering imports in 1920 are not yet available.

Comparing the imports of the last complete ante-bellum year (1913), with those of the first complete post-bellum year (1919), it is observed that purchases from Canada declined from 15,233 tons to 10,165 tons, whilst those from the United

States advanced from 24,837 tons to 43,112 tons. Imports from Russia, during the same comparative period, have fallen from 18,747 tons to nil, and those from British India have decreased from 17,606 tons to 14,310 tons.

In 1913, purchases from Germany were 1,788 tons; but no supplies came from that source in 1919.

The current price of linseed oilcake, free on rail at Hull, the centre of the crushing industry, is £17 10s. per ton, compared with £20 to £22 a few months ago.

GENERAL APPLE MARKET CONDITIONS

J. FORSYTH SMITH, CANADIAN FRUIT TRADE COMMISSIONER

Liverpool, March 1, 1921.—The total quantities of apples imported during the month of February have only been 60 per cent of those during January, the quantities from Canada also showing a decrease of about 40 per cent. The total quantities, nevertheless, have been about twice as great as those imported during the corresponding period of 1920, and nearly three times as great as those of the corresponding period of 1917. The proportion of shipments from Canada to the total arrivals decreased from 34 per cent during January to 31 per cent during February.

As a result of diminished supplies, prices have shown a very satisfactory advance for sound fruit. Thus, Ontario Golden Russets No. 1 have sold at 40s. to 65s.—many at the highest figure—as compared with 39s. to 58s. during the last two weeks of January; Ontario Baldwins No. 1 at 37s. to 60s., as compared with 35s. to 52s.; Ontario Ben Davis No. 1 at 37s. to 55s., as compared with 30s. to 45s.; Nova Scotia Golden Russets No. 1 at 40s. to 60s., as compared with 35s. to 60s.; Nova Scotia Baldwins No. 1 at 34s. to 49s., as compared with 28s. to 48s.; and Nova Scotia Ben Davis No. 1 at 37s. to 55s., as compared with 30s. to 44s.

There has of course been the usual seasonal deterioration—bronze, slight waste, etc. Baldwins and Fallwaters have been frequently unsatisfactory; Starks have shown some bronze; Ben Davis, sound in the main, have also shown a certain amount of scald; and many Golden Russets have been more or less out of condition. Some very fine New York Greenings have been on the market, but a great many American boxed apples have been in bad condition.

BARREL APPLE VALUES

The following gives the range of the principal varieties of barrel apples on the four chief markets of the United Kingdom during the month of February:—

Variety	Liverpool	Glasgow	London	Manchester
<i>Ontario Apples—</i>				
Golden Russets 1.. . . .	50s.-65s.	48s.	40s.-60s.	.....
Golden Russets 2.. . . .	44s.-60s.	46s.	35s.-55s.	.....
Golden Russets 3.. . . .	33s.-50s.	.....	30s.-45s.	.....
Starks 1.. . . .	32s.-48s.	.....	40s.-60s.	.....
Starks 2.. . . .	30s.-42s.	.....	40s.-43s.	.....
Starks 3.. . . .	22s.-37s.	.....	30s.-40s.	.....
Baldwins 1.. . . .	40s.-60s.	37s.	40s.	.....
Baldwins 2.. . . .	42s.-54s.	.....	40s.	.....
Baldwins 3.. . . .	30s.-45s.	.....	30s.	.....
Bens 1.. . . .	37s.-50s.	39s.-40s.	40s.-55s.	.....
Bens 2.. . . .	35s.-43s.	39s.-40s.	37s.-50s.	.....
Bens Dom.. . . .	34s.	.....	.....	.....
Bens 3.. . . .	29s.-34s.	31s.	32s.-42s.	.....
Mann 1.. . . .	39s.-42s.	.....	.....	.....
Wagener 1.. . . .	49s.	.....	.....	.....
Spy 1.. . . .	40s.-48s.	.....	30s.	.....
Spy 2.. . . .	32s.-40s.	.....	25s.	.....
Spy 3.. . . .	.....	.....	20s.	.....
Greenings 1.. . . .	.....	.....	45s.	.....
Greenings 2.. . . .	.....	.....	42s. 6d.	.....
Greenings 3.. . . .	.....	.....	30s.	.....

BARREL APPLE VALUES—*Concluded*

Variety	Liverpool	Glasgow	London	Manchester
<i>Nova Scotia Apples—</i>				
Baldwins 1.	34s.-49s.	.....	35s.-45s.	37s.-47s.
Baldwins 2.	33s.-40s.	.....	30s.-45s.	32s.-39s.
Baldwins Dom.	31s.-36s.	.....	26s.-35s.	30s.-39s.
Baldwins 3.	27s.-30s.	.....	22s.-32s.	24s.-32s.
Starks 1.	35s.-47s.	.....	35s.-45s.	42s.-46s.
Starks 2.	31s.-39s.	.....	30s.-42s.	36s.-38s.
Starks Dom.	28s.-39s.	.....	23s.-36s.	30s.-38s.
Starks 3.	22s.-32s.	.....	20s.-32s.	25s.-32s.
Gano 1.	45s.	.....	.....	46s.-48s.
Gano 2.	40s.	.....	.....	42s.-43s.
Spy 1. (sl)	30s.-42s.	.....	.....	.....
Spy 2. . . . .	.....	.....	.....	.....
Spy Dom. (sl)	25s.-31s.	.....	.....	.....
Spy 3. (sl)	20s.-30s.	.....	.....	.....
Fallowater 1.	41s.-43s.	.....	32s.-40s.	39s.-50s.
Fallowater 2. . . . .	.....	.....	30s.-37s.	40s.-46s.
Fallowater Dom.	25s.	.....	26s.-35s.	31s.-42s.
Fallowater 3. . . . .	.....	.....	22s.-32s.	30s.-33s.
Bens 1.	35s.-44s.	.....	.....	35s.-43s.
Bens 2.	35s.-41s.	.....	.....	30s.-39s.
Bens Dom.	27s.-36s.	.....	.....	32s.-38s.
Bens 3.	27s.-30s.	.....	.....	26s.-31s.
Golden Russets 1.	52s.-60s.	.....	40s.-55s.	50s.-57s.
Golden Russets 2.	48s.-52s.	.....	36s.-50s.	38s.-51s.
Golden Russets Dom.	35s.	.....	30s.-45s.	35s.-45s.
Golden Russets 3.	27s.-32 6d.	.....	26s.-40s.	34s.-39s.
Nonpareil 1. . . . .	.....	.....	.....	34s.-37s.
Nonpareil 2. . . . .	.....	.....	.....	30s.-31s.
Nonpareil Dom. . . . .	.....	.....	.....	30s.-31s.
Nonpareil 3. . . . .	.....	.....	.....	26s. 6d.
<i>American Apples—</i>				
Virginia Newtowns.	43s.-55s.	50s.-64s.	.....	.....
Virginia York Imperial.	35s.-48s.	36s.-50s.	35s.-50s.	34s.-36s.
Virginia Ben Davis.	42s.-47s.	40s.-55s.	.....	40s.-45s.
Virginia Albemarle.	51s.-61s.	.....	55s.-60s.	50s.-53s.
New York Baldwins.	40s.-56s.	.....	40s.-55s.	42s.-51s.
New York Greenings.	40s.-56s.	45s.-57s.	40s.-55s.	40s.-55s.

There were no Nova Scotia apples on the Glasgow market or Ontario apples on the Manchester market during this period. The quantity of Ontario apples on the Glasgow market was so small and unrepresentative in its variety and quality that the figures above are not very serviceable for purposes of comparison. The range given for Ontario Baldwins, Liverpool, gives a fictitious impression, as the highest figures were all made by a single pack comprising no more than 100 barrels. Outside of this exceptionally fine pack, the range for the month for this variety was: No. 1, 40s. to 55s.; No. 2, 42s. to 46s.; No. 3, 30s. to 36s.

BARREL APPLES—SPECIAL COMMENT

The Ontario apples ex ss. *Minnedosa* and *Canada*, Liverpool, February 2 and 4, met a strengthening market and returned values somewhat in excess of those ex ss. *Empress of France* and *Metagama*, the boats last reported on.

The Nova Scotia apples ex ss. *Manchester Brigade*, Manchester, February 8, also met a rising market and very satisfactory prices were received. Thus, Starks No. 1 made 42s. to 44s., as compared with a previous 27s. to 35s.; Ben Davis No. 1, 35s. to 40s., as compared with 30s. to 33s.; Baldwins No. 1, 38s. to 46s., as compared with 27s. to 40s.; and Golden Russets No. 1, 41s. to 57s., as compared with 32s. to 42s.

The 9,853 barrels of Nova Scotia apples ex ss. *Digby*, Liverpool, February 11, felt the full benefit of the strengthening market, prices showing a considerable advance over those for the previous boat, the ss. *Knut Hamsen*. Thus, Golden Russets No. 1 sold at 56s. to 59s., as compared with 48s. to 50s.; Baldwins No. 1, 40s. to 49s., as compared with 30s. to 41s.; and Starks No. 1, 35s. to 47s., as compared with 30s. to 38s.

In London the Nova Scotia apples ex ss. *Northwestern Miller*, February 11, maintained prices much on a level with those ex ss. *Marstenen*, *Caxambu*, and *Anders*, with indications, perhaps, of a slight strengthening of the market.

The considerable shipment of Nova Scotia apples ex ss. *Danefelt*, Manchester, February 15, also met a good, firm market, prices in general being quite satisfactory. Thus, Baldwins No. 1 sold at 37s. to 47s., as compared with 35s. to 40s. on the previous boat; Starks No. 1 at 42s. to 46s., as compared with 29s. to 35s.; Ben Davis No. 1 as 35s. to 43s., as compared with 30s. to 33s.; Fallawater No. 1 at 50s., as compared with 30s. to 35s.; and Golden Russets No. 1 at 50s. to 57s., as compared with 38s. to 49s.

The Ontario apples ex ss. *Bosworth*, London, February 12, showed considerable scald, and sold mainly at unsatisfactory prices.

The Nova Scotia apples ex ss. *Saturnia*, Liverpool, February 16, made prices slightly lower than those ex ss. *Digby*, the previous boat. Thus, Starks No. 1 sold at 40s. to 46s., as compared with 44s. to 47s.; Golden Russets No. 1, 52s. to 60s., as compared with 56s. to 59s.; and Baldwins No. 1, 36s. to 44s., as compared with 40s. to 49s.

The small shipment of Ontario apples ex ss. *Alexander Kielland*, Liverpool, February 16, sold at very good prices, Golden Russets No. 1 making 65s. and Ben Davis No. 1 47s. to 50s. These were a very fine pack, very favourably commented on in the salesroom.

The Ontario apples ex ss. *Corsican*, London, February 18, met a firm market and prices were considerably higher than those for the shipment ex ss. *Bosworth*, Ben Davis No. 1 making 46s. to 55s. and Starks No. 1 55s. to 60s.

The Ontario apples ex ss. *Empress of Britain*, *Metagama*, and *Dominion*, met a good, firm market, and in spite of a certain amount of bronzing in Baldwins, Starks and Ben Davis, and some softening in Golden Russets, made very satisfactory prices. Golden Russets No. 1 sold at 65s.; Starks No. 1, 42s. to 48s.; Ben Davis No. 1 40s. to 46s. A particularly fine pack of Baldwins brought 60s. for No. 1, 52s. for No. 2 and 45s. for No. 3, though the general average for this variety was 40s. to 51s., for No. 1, 37s. to 43s. for No. 2 and 30s. to 34s. for No. 3. This pack is further commented upon elsewhere in this report.

The Nova Scotia apples ex ss. *Southwestern Miller*, London, February 25, arrived on a strong market, making much better prices than the previous boat, the *Northwestern Miller*. Thus Golden Russets No. 1 sold at 55s. to 60s., as compared with 45s. to 55s. ex ss. *Northwestern Miller*; Baldwins No. 1 at 45s. to 55s., as compared with 40s.; Starks No. 1, 45s. to 50s., as compared with 37s. to 42s.; and Ben Davis No. 1, 45s. to 50s., as compared with 40s.

BOXED APPLES

The boxed apple market has shown little change during the month. Supplies have been heavy, and prices have not advanced. Oregon Newtowns, extra fancy, medium sizes, have ranged from 18s. to 22s.; while fancy have sold at 17s. to 20s., and "C" grade 17s. to 18s. 6d. California Newtowns have been offered only in small quantities at prices from 16s. to 20s. Winesaps have been present in large quantities, values for medium sizes ranging from 15s. to 18s. Shipments of Ontario boxed apples have been small and of poor quality. British Columbia apples have sold as follows: Newtowns No. 1, 16s. to 22s.; Stayman Winesaps No. 1, 16s. 9d. to 17s. 6d.; Rome Beauty No. 1, 15s. to 19s. 3d.; Wagener No. 1, 16s. 6d. to 17s. 6d.; Winesaps No. 1, 17s. 3d.

BOXED APPLES—SPECIAL COMMENT

A shipment of 600 Ontario apples ex ss. *Manchester Brigade*, all domestics, of the pack so adversely commented upon in the case of Glasgow and Liverpool arrivals in previous reports, sold in Manchester on February 8. They were of poor quality,

and in very bad condition, and sold as follows: Starks (waste counts 18 to 21), 10s.; Ben Davis, 12s. 3d.; Baldwins (waste counts 14 to 30), 10s. 6d.; Spy (waste counts 24 to 30), 8s.; Greening (waste counts 23 to 31), 8s. 6d.; Canada Red, Phoenix, Wagener, 11s. 3d. There was not a variety in the lot, with the possible exception of Wagener, that commends itself to the box pack, and, in any case, it is quite indefensible to ship Domestics in this pack.

Some 1,500 British Columbia apples ex the same boat were sold in Manchester the same day. The condition, in general, was good for the season. Prices were as follows: Newtowns No. 1 (waste count 1-3-2-0-2-2-3), 125's, 18s.; 138's, 20s.; 150's, 21s. 6d. to 22s.; 163's, 21s. to 21s. 6d.; 175's, 21s. 6d.; 200's 19s. 3d.; 113's, 18s. 6d.; 100's, 18s.; 88's, 16s. 3d.; 80's, 16s. Stayman Winesap No. 1 (waste count 1-4-3), 125's, 16s. 9d.; 138's, 16s. 9d.; 150's, 17s. 3d.; 163 to 200's, 17s. 6d.; 88 to 113, 17s. Rome Beauty No. 1 (waste count 2-3-1), 125, 18s.; 138, 18s. 9d.; 150, 19s. 3d.; 163 to 200, 19s.; 100 to 113, 17s. to 17s. 3d.; 72 to 80, 15s. Wagners No. 1 (waste count 4-2), 150 to 163, 17s. 6d.; 188 to 200, 16s. 6d.; 138, 17s. Winesap No. 1, 138 to 163, 17s. 3d. At the same sale, Oregon apples sold as follows: Newtowns, extra fancy, (Hood River), 175 to 188, 20s.; (Rogue River), 88, 14s. 9d.; 96, 15s.; 113, 15s. 6d.; 125, 16s.; 138, 16s. 3d.; 150 to 175, 19s.; 188, 18s. 9d.; 200, 17s. 9d.; 216, 16s. 9d.; Newtown Fancy (Hood River), 175, 20s.; 188, 19s. 3d.; 200, 18s. 9d.; 216 to 225, 17s. 6d. Newtown "C" Grade (Rogue River), 88 to 113, 15s. 3d.; 125, 16s.; 138, 16s. 3d.; 150, 17s.; 163, 17s. 3d.; 175, 17s. 9d.; 200, 17s. Attention is called to the marked difference in the value of the Hood River and Rogue River Newtowns, fancy grade Hood Rivers making higher prices than extra fancy Rogue Rivers of the same sizes. The way in which large sizes are penalized is also very noteworthy.

Some 1,300 boxes of Ontario apples ex ss. *Cabotia* were sold in Glasgow on February 8. These were not in good condition, showing considerable scald and more or less waste, especially the Greenings. Prices were as follows: Baldwins No. 1, 11s. 6d. to 14s. 6d.; No. 2, 10s. to 12s. 9d. Greenings No. 1, 10s. 6d. to 11s.; No. 2, 9s. 6d. to 10s. Spys Nos. 1 and 2, 17s. At the same sale, Washington and Oregon apples sold as follows: Winesaps, extra fancy, 15s. 6d. to 19s.; fancy, 14s. 6d. to 16s. 3d.; "C" grade, 14s. to 17s.; orchard run, 16s. to 16s. 3d. Yellow Newtowns, extra fancy, 18s. to 19s. 3d.; fancy, 18s. 6d.; "C" grade, 17s. Spitzenberg, extra fancy, 17s. 6d.; fancy, 16s. 3d.; "C" grade, 15s. 9d. Jonathans, extra fancy, 15s.; fancy, 15s. 6d.; "C" grade, 15s. Baldwins, orchard run, 13s. Ben Davis, orchard run, 15s.

On February 22, some 600 boxes of Ontario apples ex ss. *Saturnia* sold in Glasgow as follows: Baldwins, No. 1, 13s. 9d.; No. 2, 13s. 6d. Russet No. 1 and No. 2, 15s. 9d. Greenings No. 1 and No. 2, 10s. 6d. At the same sale, Idaho and Oregon apples sold as follows: Newtowns, extra fancy (Hood River), 175, 21s. 6d.; 188, 20s.; 200, 18s. 9d.; 213, 18s. 3d.; 225 to 234, 18s. Ben Davis, extra fancy (Hood River), 80 to 100, 12s. 6d.; 113, 13s.; 125, 13s. 6d.; 138 to 163, 15s. Idaho Winesaps, extra fancy, 17s. 19s. 6d.; 188, 19s. 9d.; 200, 19s.; 216, 17s. 9d.; 225, 17s. 6d.; fancy, 17s. 18s.; 188, 18s.; 200 to 216, 17s.; 234, 16s. 9d.; 252, 16s. 6d.; "C" grade, 175 to 188, 16s. 6d. to 16s. 9d.; 200, 16s. 3d.; 216, 16s.; 234, 15s. 9d.; 252, 15s. 6d.

IMPROPER LOADING

In the case of several shipments of Ontario apples recently received in Liverpool, the barrels have been stowed on end, with resulting damage and deterioration. Shippers should not require to be told, at this date, that stowage on end results in breakage and slack packs. This is a matter that calls for prompt attention.

SPECIAL PACKS BRING SPECIAL VALUES

Emphasis has frequently been laid on the possibility of securing premium values for special packs, and in all the lectures on the British market delivered in Canada during the summer of 1920, it was pointed out that a good pack was an asset directly translatable into dollars and cents.

In this connection it is worth while to call particular attention to a pack of Ontario apples, ex ss. *Dominion*, sold in Liverpool on February 23, the values offered for which fully substantiate the argument in favour of superior selecting and packing. Baldwins of this pack were so far superior to the average that they made values as follows: No. 1, 60s.; No. 2, 54s.; No. 3, 45s.; when the general average for Baldwins was as follows: No. 1, 40s. to 51s.; No. 2, 37s. to 43s.; No. 3, 30s. to 34s. The same packer aroused much favourable comment by some very fine shipments to Liverpool ex ss. *Canada*, sold December 17. Some 200 Kings of this pack sold as follows No. 1, 60s.; a few slack, 59s.; Domestics, 47s.; and No. 3, 44s. His Wageners made 58s. for No. 1 and 53s. for No. 2. There were no other Kings or No. 1 Wageners in the shipment for purposes of comparison, but some No. 2 Wageners of another pack made 45s. only. No other apples on this boat made as high as 60s., except a few Golden Russets No. 1, the bulk of this popular variety selling at 54s. to 59s. It is noteworthy that the excellence of this pack was carried through the lower grades, Domestics and No. 3 Kings making higher values than the best Ben Davis and Starks No. 1, and as much as all but a few of the best Spys, Greenings, and Baldwins No. 1. It is worthy of remark also that, late in the season for Kings, when suspicion of all barrels not absolutely tight has a very depressing influence on slack barrel values, at a time when slacks, especially of off-season varieties, are regularly discounted to the extent of 3s. to 8s. per barrel, as compared with tights, such confidence was felt by the buyers in this pack, that the price for slacks was only dropped 1s. The above facts are a striking tribute to good packing, and, if their implication is fully realized, should stir shippers to emulation. It is surely worth while to pack so as to create a pack reputation asset, that will result in securing a dependable premium of at least 5s., and, at times, as in the remarkable instances above, 10s. to 20s., above the average shipper. It cannot be too strongly emphasized that the auction system of selling offers special facilities for assuring top prices to superior packs, and that the values returnable are strictly proportioned to the quality of the goods delivered. Any Canadian packer who acts upon this principle and despatches apples of distinctly high grade is certain to receive values that will repay every effort in this connection.

APPLE ORDER REVOKED

In announcing the revocation of the Apple (Prices) Order, 1920, as from Monday, February 14, instead of March 31, as announced by the Ministry of Food some weeks ago, the following official statement has been made: "This withdrawal has been made possible by the supplies still available and the increase in the quantities expected to be shipped from Australasia. It is estimated that 1,250,000 cases will be available from this source for the United Kingdom during the forthcoming season, which begins at the end of March, as compared with 830,000 cases, the quantity shipped last year. The Food Controller, accordingly, has no reason to apprehend any undue inflation of prices. 'Decontrol' of apple prices has been demanded for some time by Canadian growers, and is now conceded several weeks earlier than was at one time indicated as the possible date of revocation."

It is, perhaps, unnecessary to point out to Canadian shippers that the supply conditions to which attention is drawn above were much more in favour of a free market during the heavy shipping months of November and December than they are now, and that even the increased supplies of Australian apples expected, in view of their distribution over a three-month period, represent, comparatively, a bare market. It is also of interest to note that, in early January, when immediate decontrol was last definitely refused, in the interests of the consuming public, the values of barrel apples were, on an average, 8s. a barrel lower than during February, when restrictions are finally removed. Thus, in January, Ontario Golden Russets No. 1 ranged from 40s. to 58s., as compared with 40s. to 65s. in February; Starks No. 1 from 30s. to 45s., as compared with 32s. to 55s.; Baldwins No. 1 from 35s. to 52s., as compared with 37s. to 60s.; and Bens No. 1 from 30s. to 45s., as compared with 37s. to 55s.

MARKET FLUCTUATIONS

Shippers are sometimes greatly disappointed in the returns from a particular shipment through failing to keep in mind the possibility of a considerable change of situation between the date of shipment and that of arrival on the market. Apple markets are liable to constant fluctuation, and many of these it is quite impossible to forecast.

A complaint was recently received from a dissatisfied shipper, who had been informed by an importer's agent in Canada that apple values ranged from 55s. to 65s., and who sent forward his apples with the expectation of receiving similar prices. The agent's information was given in November, when the price range for No. 1 apples in this country was: Golden Russets, 60s. to 68s.; Ben Davis, 50s. to 58s.; Baldwins, 52s. to 68s.; Spys, 50s. to 68s.; Greenings, 50s. to 68s.; Kings, 52s. to 65s. He was therefore quite justified in the range he gave, and if, as seems likely, his statement of actual fact was accompanied by an optimistic forecast, that also was not unreasonable, as it was to be expected that the natural briskening of business for the Christmas trade would at least maintain values. Unfortunately, however, the majority of shippers at this time seem to have had similarly optimistic views, and were consequently induced to send forward greatly increased quantities. During the first two weeks of December, therefore, arrivals were greatly in excess of those during the last two weeks of November, and over double those during the first two weeks of December, 1916 and 1919. The quantities imported from Canada were four times as great as during the last two weeks of November, 1920, the period on which the optimistic estimate was based. The boat carrying the particular shipment in question arrived just after this period of heavy supply, at a time when the market was steadily weakening, and met a price range for No. 1 as follows: Golden Russets, 45s. to 64s.; Ben Davis, 36s. to 45s.; Baldwins, 40s. to 58s.; Spys, 35s. to 55s.; Greenings, 35s. to 62s. Naturally, a shipper whose varieties were largely Baldwins, Spys, Greenings, Seeks, and Canada Reds did not succeed in securing the anticipated 55s. to 65s.

Nothing is more uncertain than a fruit market. Some disappointment will be obviated, however, if it is kept in mind that the high prices that attract one shipper will equally interest his neighbour, that supplies follow prices, and that a drop is therefore very likely to follow a period of high values. Thus, observers of the remarkable prices at the opening of the present season quite confidently predicted the serious slump that occurred about the middle of October.

THE BRISTOL MARKET

In view of the growing importance of the Bristol market, this season, a visit was paid to that port on the occasion of the sale of 9,000 Nova Scotia apples ex ss. *Vesla*, on February 7, and a special investigation made of the facilities possessed by that port for apple distribution.

In the case of previous shipments, sales had taken place at the docks, at Avonmouth, some miles out of Bristol, adequate facilities being provided by the dock authorities, who are very anxious to do everything possible to promote the development of the port as an apple-distributing centre. It was found, however, that buyers, naturally desirous of returning to their homes as soon as possible after making their purchases, found it inconvenient to make the trip between Bristol and Avonmouth, and an arrangement was entered into between the two principal firms concerned for the holding of the auctions in a Bristol salesroom, samples of the various lots offered being conveyed from Avonmouth for the inspection of the buyers, as is done in Liverpool, Manchester, and Glasgow. The new arrangement apparently gave every satisfaction, and although samples were not exhibited in the salesroom, ample facilities were offered for inspection of samples before the sale began.

Some fifty or more buyers were present, representing the principal purchasing power of the Bristol, the Cardiff and South Wales districts, together with important representatives of the midland cities, and prices were about on a level with those of London and Manchester at the same time, though slightly below those of the shipment ex ss. *Digby*, Liverpool, sold two days later.

A visit was paid, under the guidance of the dock authorities, to the dock warehouses, where it was made clear that excellent facilities exist for the expeditious handling of shipments, the warehouse sheds being large and roomy, and flanked on both sides by railway lines, thus permitting of loading direct on to the cars without intermediary cartage. Occasion was taken to press upon the attention of the dock authorities the importance of prompt discharge, and especially of providing the space required for the classification of the apples, in accordance with shipping mark, grade and variety. Assurances were given that every effort would be made to meet all reasonable requirements of shippers and importers.

The question has been mooted of co-operation between the importers and the dock authorities, for the establishing of up-to-date auction-room facilities at the Avonmouth Docks, but, in view of the greater convenience of selling at Bristol, this is unlikely to be proceeded with.

On February 14, a further shipment of 7,000 Nova Scotia apples ex ss. *Cornishman* was sold at Bristol, at prices slightly higher than those ex ss. *Vesla*.

In both these shipments to Bristol, the lower grades, Domestic and No. 3, sold to better advantage as compared with other markets than No. 1's. The Cardiff district especially can dispose satisfactorily of a considerable number of the inferior grades.

Bristol has considerable advantages in freight rates to some important buying centres over competing distributing points such as London and Liverpool. Thus, to Cardiff, the Bristol rate is 10s. 4d. per ton for 4 tons or over, and 20s. per ton in smaller quantities, as compared with 35s. 8d. per ton for two tons or over, and 49s. 4d. per ton for lesser quantities from Liverpool, and 34s. per ton for four tons or over, and 59s. 2d. per ton for lesser quantities from London. To Birmingham, the Bristol rate is 25s. 4d. per ton for two tons and over, and 32s. 2d. per ton for lesser quantities, as compared with 38s. 10d. per ton for any quantity from Liverpool, and 45s. 8d. per ton for one ton and over, and 47s. 8d. per ton for lesser quantities from London. While this of course does not directly concern the shipper, it may enable buyers to pay higher prices for desirable lots, and yet meet the values of competing fruit coming in from other distributing points. The brokers' minimum commission is 3 per cent, plus handling charge per barrel of 1s. 9d. to 2s.

PANAMA CANAL FRUIT BOATS

The announcement is made that the Royal Mail Steam Packet Company is preparing to place nine 15,000-ton steamships, each equipped with 3,000 tons of refrigerated space, on the route between Seattle and Great Britain and Continental Europe. This fleet of new steamers is now nearing completion in Clyde shipyards, and the first one will leave England next month. The others will follow as they are launched and equipped. It is planned to have all nine ships in service by the opening of the apple shipping season next autumn. This new line will operate a joint refrigerator service with the Holland-America Company, which last autumn took the initial steps in carrying apples to Europe through the Panama canal. With the entry of the new fleet into service apples may be transported to the European markets in enormous quantities with much less expense and a minimum shrinkage. It is stated that each boat will be able to load 45,000 boxes of apples in their refrigerator space. According to the Seattle correspondent of the *Fruitman's Guide* (New York), on January 28, Col. E. J. M. Nash, who was in Seattle as a representative for the Royal Mail Line, had the following to say in regard to the new service:—

"Our plans for the new service between Seattle and other coast ports and the ports of England and Continental Europe are all virtually completed. The service will begin early in March, when the first of the new 15,000-ton steamships will sail from England for Seattle and other coast ports. The ports on the other side of the Atlantic will include Southampton, where the fresh fruits will be discharged, and London, Rotterdam, Antwerp, and Hamburg. Other ports will be included as business offers. A regular monthly service will be maintained from the first, six ships being employed. Then, as other ships are completed, they will be added to the fleet until by the opening of the fruit season, at the end of the summer, we hope to have nine of the new carriers in the Seattle route. With the nine carriers we will maintain a three weeks' schedule. Regularity and frequency of service represent one of the great needs of commerce. Our fleet will be operated on a regular schedule, precisely the same as passenger steamships."

THE APPLE MARKET IN DENMARK

Th following reports have been received of auction sales of Washington, Oregon, and Virginia apples in Copenhagen during the past month:—

Date	Quantity	Origin	Variety	Extreme Price Range	Bulk Price Range
January 29—					
	600 boxes....	Oregon.....	Newtowns.....	13.50 to 18 kr.	.....
	200 ".....	Washington.....	Winesaps.....	18 to 19.50 kr.	.....
	340 brls.....	Virginia.....	Ben Davis.....	39.50 to 41.50 kr.	.....
February 5—					
	800 boxes...	Washington.....	Winesaps.....	17 to 21 kr.	19.50 to 20.50 kr.
		".....	Wageners.....	6.50 to 14 kr.	10 to 13.50 kr.
		Oregon.....	Newtowns.....	14 to 18 kr.	17.50 kr.
February 12—					
	4,000 boxes....	Washington.....	Winesaps.....	16.50 to 20 kr.	17.50 to 20 kr.
		Oregon.....	Newtowns.....	14 to 19.50 kr.	15.50 to 19 kr.
		Washington.....	Various varieties...	13 to 17 kr.	16.50 to 17 kr.
February 19—					
	7,000 boxes....	Washington....	Winesaps.....	15 to 20 kr.	17 to 19 kr.
		".....	Pearmaines.....	16.50 to 20.50 kr.	16 to 17 kr.
		".....	Staymans.....	14 to 17.50 kr.	15 to 17 kr.
		Oregon.....	Newtowns.....	12.50 to 20 kr.	19 to 20 kr.
February 19—					
	300 brls.....	Virginia.....	Winesaps.....	53 to 63 kr.	61.50 to 63 kr.

The Wageners above are reported as in defective condition, and the lower prices of the extreme price range in other varieties are also due to condition. The values are all given in Danish kroner. During the month the exchange value of Danish kroner has been 4.75 to 4.86 to the Canadian dollar. It will be noted that Winesaps quite regularly sell at higher prices than Newtowns, the reverse of the situation in Great Britain.

The Copenhagen fruit auction sells on a commission of 3 per cent, with a handling charge, in addition, of 30 ore (an ore is the 100th part of a kroner) per box and 75 ore per barrel.

THE APPLE MARKET IN NORWAY

Norwegian correspondents report that Extra Fancy Winesaps have been selling at 30 to 35 kroner per box. At the prevailing rate of exchange, 5 kroner to the dollar, this is equivalent to \$6 to \$7.

THE APPLE MARKET IN SWEDEN

A Swedish correspondent reports that transatlantic apples sold in Sweden this season have principally been transhipped from Liverpool, London, and Hull. A rough estimate of quantities that have reached Stockholm per week, during the past two months, is 3,000 cases, mainly Winesaps in cases and Ben Davis in barrels. Importers' selling prices have been about 22 kroner for the Winesaps and about

68 kroner for the Ben Davis. Exchange has varied from 3.88 to 3.93 kroner to the dollar. Winesaps imported direct have been in better condition, have been purchased at \$3.20 to \$3.75 per case f.o.b. New York, and have been sold at 28 to 30 kroner for desirable medium and small sizes of Extra Fancy.

THE APPLE MARKET IN FRANCE

A small shipment of Ontario apples in boxes, Ben Davis, Greenings, Kings, Baldwins, Spies, unwrapped, and of doubtful quality, were transhipped from London to Paris, and are reported as arriving in bad condition. On the first day a few were sold at 60 francs (\$5) and on the second a few at 40 francs (\$3.30) per case, but by the third day "claims were coming from all purchasers, on account of bad condition, and no more could be sold by the box." The remainder were unpacked, picked over, and sold by weight at 3 to 3.5 francs the kilogramme, or at \$4.50 to \$5 per net weight of 40 pounds.

The shipment apparently produced a very unfortunate impression upon a market that knows very little about Canadian apples, as the correspondent remarks, generalizing from this experience: "Canadian apples are difficult to sell, owing to the condition in which they arrive—i.e., with blemishes, or spots of decay, or even dirty apples in the boxes. Our customers require an irreproachable apple, and it will therefore be necessary that Canadian shipments should be treated as French apples are—that is, unpacked on arrival and picked over every day for sale. It is for this reason that there are in Paris some six firms who, like ourselves, have warehouses for receiving apples and having them graded by an expert staff in readiness for sale. This is the only method of securing good prices, and shipments handled otherwise always obtain inferior prices. In order to have Canadian apples sold in Paris to advantage, they must be sent to firms having special facilities for regrading and repacking on arrival to meet the requirements of customers."

These rather naive remarks have been quoted as a sufficient indication of the very slight extent to which Canadian apples have yet reached the Paris market. It is very clear that no market acquainted with our product could consider Canadian boxed apples as generally characterized by the defects enumerated, nor in any market accustomed to handling transatlantic apples could it be seriously suggested that repacking is an essential preliminary to satisfactory sales.

The fact is that France is such a large apple-producing country that there has been no very steady demand for importations, and while it should be possible, under more favourable exchange conditions, to place high-class apples, especially boxes, on this market to advantage, there will undoubtedly be some uphill work while introduction is being effected.

ENGLISH FRUIT GRADING

At the request of the Ministry of Agriculture, the Chamber of Horticulture is calling a conference of growers', wholesalers' and retailers' associations for March 2 to consider the question of the packing and grading of fruit (more particularly apples) and to put forward to the ministry proposals on the following points:—

1. Standard packages for marketing apples.
2. Grades for the various varieties of apples.
3. Methods of pack to be recognized.
4. The proportion of sound apples to constitute standard quality.
5. The varieties of apples which should be regarded as of sufficient commercial importance to be included in the scheme.

AGAINST FOREIGN FRUIT IMPORTS

The British Chamber of Horticulture is taking steps to support a scheme for "regulating, seasonably, the importation of foreign-grown horticultural produce." They have appointed a very strong sub-committee, representing all branches of the

industry, who have received instructions to construct a case which is to be laid before the authorities in a very earnest endeavour to obtain legislative relief. They are also instructed to proceed with this work with the least possible delay. The chamber states:—

"A large amount of data and general information is naturally required, so that the case when stated can be authentically proved. The sub-committee will therefore be grateful for any definite information and assistance that can be given them by individual firms as to actual loss incurred by reason of unfair foreign competition, and definite cases of decrease or cessation of production of any particular crop or crops, bearing in mind that the most accurate figures must be given and that in all cases every particular must be able to bear the strictest investigation."

Although British apple-growers have on various occasions protested strongly against the competition of transatlantic apples, it is not believed that this agitation will accomplish or seriously attempt anything in this direction, as it is recognized that this country could not be adequately supplied by the home product. Some effort might conceivably be made to secure certain restrictions on the importation of early apples, but the main effort of the movement is directed against soft fruits and vegetables, such as the tomato, in connection with which there is keen Continental competition.

As an indication of the feeling, the following may be quoted from the remarks of a principal speaker at the annual dinner, recently held, of the London and Provincial Fruit Buyers' Association:—

"There was one thing he would like to impress upon them, and that was that they were likely to be passing through a very difficult time, and they would be discussing rather important questions that concerned the traders as a whole. They were going through rather a peculiar time, and they would be taking their share in the reconstruction of the trade of the country, and also, he hoped, the rehabilitation of their industry. And they have got to make sure of their home industry first, and he ventured to think they would have a very perplexing question to discuss, viz.: the regulation of imports. He was not going to dive into that matter, but he would say that the growers were perfectly right to acknowledge that they must have foreign fruits that could not be grown in this country; at the same time, they must not allow their home industries to drop."

Another speaker dealt with the subject as follows:—

"With regard to the remarks of the last speaker, who referred to the need expressed by the fruit growers of England for restriction and regulation of imports, this association claimed to always be prepared to take a forward policy in all parts of the industry, and, what was more, a most honest policy. It would be a great surprise to many of them if they could only realize the position of the fruit industry of this country. In 1913, the acreage of small plantations and orchards in Great Britain was 329,274 acres, but owing to the war, and the neglect of British orchards, the acreage in January, 1919, had been reduced to 298,812 acres, or 30,000 acres less. In June, 1920, the acreage was 286,709, a further decline of 12,003, due to unbearable transport charges and lack of transport facilities. There were over 42,000 acres less laid down in this country than we had in 1913. We must have foreign fruit if we were going to have a regular supply of fruit, for fruit traders to get a living all the year round, but our fruit was the freshest, and what was of more importance to the English consumer, it was the cheapest on earth. Competition, however, was the life-blood and success of the industry. Honest, free and open competition would be best for both."

NATIONAL FRUIT EXHIBITION

The Ministry of Agriculture and Fisheries announce that it is proposed to hold a National Fruit Exhibition in London during November next, for the purpose of

demonstrating the qualities of British-grown fruit, as compared with imported fruit. There will be two main classes in this exhibition, the first open to growers of fruit in the British Empire, and the second to growers of fruit in the United Kingdom.

Full details will be furnished later, with a view to possible Canadian participation.

AUSTRALIAN CANNED FRUITS DEVELOPMENTS

As the outcome of an important conference of fruit growers with the Premier of Victoria, it has been decided that the Government shall appoint a trade expert with a view to improving the reputation of Australian canned fruits in the British market. The expert will go first to London, and afterwards to the Continent and Asia.

It is officially estimated that within five years Victoria alone will have 50,000 tons of tinned fruit for which she will require a market abroad.

AUSTRALIAN APPLES

Apples from Australia and New Zealand will begin to reach the London market towards the end of April, and continue to arrive until the end of July.

Last year, New Zealand shipped 54,000 cases, the quantity being limited by the difficulty of securing shipping space. This year, 100,000 to 200,000 cases will be shipped, the varieties including Worcester, Pearmain, Cox's Orange, Jonathan, Cleopatra, Monro's Favourite, Five Crown, Sturmer, and Doherty. Freight charges will be 8s. per case.

The following statement from an official source is of interest:—

"On the question of marketing, it may be mentioned that the New Zealander is not accustomed to send his fruit on consignment. The South Americans always bought the fruit in New Zealand and paid for it, undertaking all the responsibility of shipping themselves. This habit led to some difficulty in growers shipping their fruit on consignment to London. To overcome this difficulty the Government have guaranteed the growers a net return in their orchards of 3s. 4d. per case on every case shipped out of the country. Under these circumstances the grower cannot obtain less than this price, and in a good market he will get more. After a year or two the growers will, no doubt, be in touch with the large firms of honest brokers, and will undoubtedly prefer to ship on consignment rather than sell to some one who obviously would not buy unless they expected to make a profit at the growers' expense."

Another statement from the same source will interest Canadian shippers:—

"Some time back it was reported that there had been a discovery of a formula of importance to exporters of fruit and potatoes. It was claimed that by dipping the fruit and potatoes in a certain harmless solution they would be preserved for long periods without refrigeration. It was stated by the holders of the patent that some cases of apples after being dipped in this solution were placed in a vessel trading from West Australia to Singapore, and brought back to Fremantle. The trip lasted eight weeks and during half that time the ship was in the Tropics. Yet when the fruit was unloaded it was found to be in the same condition as when it was put on board. If ultimately successful in practice the discovery will revolutionize the fruit export trade by eliminating the need for refrigerated space. The extra cost for dipping and special packing is quoted at 1s. a case, but the difference between the general cargo rates which can be paid on treated apples and the refrigerated space rates now paid is so great that the net saving on a cargo of 50,000 cases is estimated at no less than £5,000."

SOUTH AFRICAN SOFT FRUITS

South African fruits are present on the market in large supply, and the condition of late arrivals has not been very satisfactory. Prices in London are as follows: Grapes, Hermitage, 10-pound box, 18s. to 21s.; Nectarines, 24 to 32 per box, 6s. to 10s.;

peaches, 15 to 20 per box, 12s. to 15s.; 24 to 32 per box, 9s. to 10s.; pears, Bon Chretien, 20 to 24 per box, 5s. to 8s.; Clapp's Favourite, 20 to 24 per box, 6s. to 7s.; plums, 28 to 32 per box, Wickson, 8s. to 10s.; apple, 12s. to 14s.; Kelsey, 9s. to 12s.; Satsuma, 10s. to 12s.

APPLE ARRIVALS—UNITED KINGDOM

The following have been the principal apple arrivals in the United Kingdom during the month of February:—

Port—	Steamer	Ontario		Nova Scotia		British Columbia
		Barrels	Boxes	Barrels	Boxes	Boxes
Liverpool—						
	<i>Minnedosa</i>	390	.....	212	.....	.....
	<i>Canada</i>	3,445	.....	.....	.....	.....
	<i>Digby</i> . . . . .	.....	.....	9,853	.....	.....
Manchester—						
	<i>Manchester Brigade</i> . . . . .	.....	600	8,275	.....	750
Liverpool—						
	<i>Oxonian</i>	163	.....	.....	.....	.....
Manchester—						
	<i>Danefelt</i> . . . . .	.....	.....	13,883	.....	.....
Liverpool—						
	<i>Alex Kielland</i>	336	.....	.....	.....	.....
	<i>Saturnia</i> . . . . .	.....	.....	9,640	41	.....
	<i>Dominion</i>	2,711	.....	.....	.....	.....
	<i>Metagama</i>	3,883	.....	.....	.....	.....
	<i>Empress of Britain</i>	1,763	.....	190	.....	.....
London—						
	<i>Bosworth</i>	1,200	.....	.....	.....	.....
	<i>Northwestern Miller</i> . . . . .	.....	.....	13,600	.....	.....
	<i>Corsican</i>	5,385	.....	.....	.....	.....
	<i>S. W. Miller</i> . . . . .	.....	.....	13,900	115	.....
Glasgow—						
	<i>Cabotia</i> . . . . .	.....	1,306	.....	.....	.....
	<i>Saturnia</i>	340	605	800	.....	.....
Bristol—						
	<i>Vesla</i> . . . . .	.....	.....	9,000	.....	.....
	<i>Cornishman</i> . . . . .	.....	.....	7,000	.....	.....

APPLE IMPORTS INTO THE UNITED KINGDOM

The following are the official figures of apple imports into the United Kingdom during February, 1917, 1920 and 1921, expressed in long hundredweights:—

Week ending February 5—	1917	1919	1921
Total imported	35,303	65,177	73,041
From Canada	8,438	6,602	17,194
Week ending February 12—			
Total imported	26,841	81,705	100,690
From Canada	12,912	32,135	33,558
Week ending February 19—			
Total imported	23,959	37,636	151,755
From Canada	4,039	7,594	58,530
Week ending February 26—			
Total imported	76,250	44,622	114,597
From Canada	38,510	15,995	33,639
During February—			
Total imported	162,353	229,140	440,083
From Canada	63,899	62,326	142,921

PROPOSED JAMAICAN PREFERENCE FOR SHIPS FROM CERTAIN BRITISH DOMINIONS

According to a cablegram from Kingston, under date of March 10, 1921, published in the *United States Commerce Reports*, it has been proposed by the Jamaican Government to exempt temporarily from harbour dues the vessels to or from Australia and New Zealand and Canadian Government steamers.

BRITISH INDUSTRIES FAIR, 1921

TRADE COMMISSIONER HARRISON WATSON

London, March 4, 1921.—Successive British Industries Fairs are so similar in scope and organization, and previous fairs have been so exhaustively reported upon, that it appears only necessary to refer to some of the features of the 1921 fair which opened on February 21.

Once more the venue of the fair has changed, this time to the White City at Shepherd's Bush, where previous to the war a series of exhibitions combined with outdoor entertainment were annually held under the ægis of the late Imre Kiralfy. It will be recalled that Canada made a very notable and successful display of her natural and manufactured products at one of these.

Another feature is that the space occupied by the exhibits marks a still further increase upon that of last year at the Crystal Palace, the floor area at the White City being 240,000 square feet, in comparison with the 80,000 square feet available at the original show held at the Royal Agricultural Hall, London, in 1915.

The writer has made such repeated efforts to impress upon Canadian manufacturers and others that the British Industries Fair, with its very thorough organization, possesses unequalled opportunities for introducing their goods to United Kingdom and Continental buyers—and this view has been endorsed by numerous authorities who have also visited the fair—that it is somewhat disappointing to find that in this year's London fair there is only one concern listed as a direct exhibitor from Canada: the Palmolive Company of Canada, Ltd., Toronto (soaps, toilet preparations, etc.), although Mr. Lewis Wild, of London, again shows in his stall dolls manufactured by the Dominion Toy Manufacturing Company, Limited, Toronto, and some Canadian tops. It is true that the Bell Piano and Organ Company, Ltd., of Guelph, make a display of organs, but it is stated that these are manufactured in their United Kingdom branch.

The fair now has an established reputation; it is a strictly business enterprise to which admission is only obtainable by invitation, and the organization is so advanced that, previous to the opening of the fair, 100,000 invitations had been issued to home buyers and over 60,000 to overseas buyers in the dominions, colonies, and foreign countries for the London fair alone, in the selection of which the advantage of the local knowledge of British consuls and British trade commissioners was utilized.

Upon consulting the authorities, it is reported that the attendance has been quite satisfactory, and although overseas visitors came mainly from Holland, Switzerland, and Scandinavia, quite a number of cards have been presented by United States and Canadian firms.

The absence of Canadian exhibits is particularly regrettable, because a special feature of the 1921 fair has been visits from eighteen commercial missions specially organized for this purpose, and who, after fully examining the London exhibits, will proceed to Birmingham, where another section, mainly dealing with metal products, is being held simultaneously, and subsequently to Glasgow, where the textile and food sections were opened a week later.

The countries represented are: Switzerland, Finland, Bulgaria, Serbia, Norway, Denmark, Czecho-Slovakia, Belgium, Holland, France, Roumania, Portugal, United States, Italy, Sweden, Poland, Spain, and Canada; but the Canadian delegation is the sole from within the Empire, the delegates being the Hon. J. S. McLennan, Col. R. W. Leonard, and Mr. J. W. Norcross.

While, as might be anticipated from the almost universal depression prevailing, the volume of orders secured shows a great falling off from last year, the knowledge of British industries gained by these representatives must be of practical value, and should bear fruit when the situation improves, and would similarly have benefited Canada.

While the Department of Overseas Trade, which organizes the British Industries Fair, has promised to make every effort to find space for Canadian exhibitors and to grant them every privilege given to United Kingdom firms, it should be repeated that the demand for space has so far always exceeded what was available, and if, as is to be hoped, Canada is to participate in the 1922 fair, it is absolutely necessary that action should at once be taken to secure space and the resident British trade commissioners in Canada approached in that connection.

Incidentally, the Department of Overseas Trade has taken advantage of the presence in the United Kingdom of Mr. F. W. Field, the Trade Commissioner at Toronto, to arrange for his daily attendance, so that his knowledge of Canadian affairs shall be available to exhibitors and visitors wishing to consult him.

The articles permitted to be displayed are the same as at the Crystal Palace last year, and for the sake of those who have no previous knowledge of these exhibitions it should be mentioned that the fair is divided up into nine sections, roughly comprising: china, glass and earthenware; fancy goods; stationery and printing; druggists' goods and scientific appliances; cutlery, jewellery, etc.; sports goods; toys and games; furniture and basketware; musical instruments.

The progress of reconstruction has permitted still further improvement in the quality and finish of many of these articles, notably leather and fancy goods, jewellery, and toys.

It seems also advantageous for the benefit of any Canadian manufacturers who may contemplate participation in future fairs that goods are strictly confined to sections, and any Canadian articles displayed could not be shown collectively in a Canadian section, but would have to take their space in the section to which the particular article by its nature belongs. This arrangement, however, has its advantages, because the bulk of the buyers who visit the fair devote the whole of their time to inspecting the goods in the section in which they are interested, and probably never see the rest of the exhibition at all; and this concentration, which is based upon the experience gained at Leipzig and similar fairs, has been largely adopted for their convenience.

Reference has already been made to the fact that the present fair, like its predecessor, is being held simultaneously in three centres: London, Birmingham, and Glasgow. It is understood, however, that the question is now under consideration whether this is the more desirable system, or whether it would be better to consolidate all sections and hold them in London, or alternatively in some other city in the United Kingdom. Doubtless an announcement on this subject will be made in the near future.

BRITISH IMPORTS OF HOPS

TRADE COMMISSIONER J. E. RAY

Manchester, March 1, 1921.—It is expected that the restrictions on the importation of hops will shortly be so modified as to encourage Canadian growers to renew their interest in the markets of Great Britain. Seven or eight years ago, samples of Canadian hops were distributed among a number of brewers in the midland counties of England, and the quality was favourably reported upon.

The imports during the last complete prewar year were 262,184 cwt., of which quantity 187,229 cwt. came from the United States, 31,110 cwt. from Germany, 23,087 cwt. from Belgium, and 14,196 cwt. from Canada. In 1919, the latest year for which statistics are available, the total imports fell to 154,453 cwt., but the quantity received from Canada advanced to 15,827 cwt., an increase of 1,631 cwt. Imports from all other sources declined, the most noticeable fall being associated with supplies purchased from the United States, the decrease amounting to 103,829 cwt.

CONDITION OF THE BACON MARKET IN GREAT BRITAIN

TRADE COMMISSIONER J. E. RAY

Manchester, February 28, 1921.—As decontrol of bacon is promised by the Government towards the end of March, it has been considered advisable to ascertain the probable demand for Canadian bacon in the near future. There is some diversity of opinion existing among the wholesalers regarding the immediate effect of decontrol. It is evident that there are stocks of old bacon still on hand, the quality of which from one country has prejudiced the sales. Unfortunately, as one firm interviewed states, "the British public do not favour the United States product, and as they are short-sighted enough to associate Canadian with it, we are experiencing great difficulty in getting them to take up sample parcels. This prejudice will no doubt wear off with time, and we hope very shortly to be selling our usual quantities of Canadian bacon."

It is apparent from observations like these that Canadian bacon should be plainly marked as such by the packers of Canada, in co-operation with wholesalers and retailers. "Product of Canada" cannot be emblazoned too consistently upon all Canadian products.

In connection with this subject, it may be stated that the series of special bulletins issued by the Department of Trade and Commerce on a variety of products are extremely helpful in the campaign of educating the British consumer. A special bulletin on bacon will doubtless be issued, and it would be highly commendable to place copies not only in the hands of wholesalers, but in the hands of all leading retailers also.

A second wholesaler communicated with states: "The trade in Canadian bacon is very slow with us at present on account of the bad selection and the high prices we have been offering at. Now that the price is more reasonable and the selection better, we expect the trade will begin to grow again. We think there is a fairly large stock on hand at the present time. At the same time, we feel sure that the price of all bacon has yet to come down."

A third states: "The demand for Canadian bacon at the moment is gone. The quality, which certainly did, during control, show some deterioration, is now improving. We do not consider stocks to be large, though ample for the time being. It is difficult to say with any degree of certainty what the trend of the bacon market may be, but unless we are deceived by the Danish and Swedish killings, which at the moment are exceedingly small, we ought to be able easily to sustain present prices, with possibly an advance to a higher level throughout the spring and summer."

Another firm offer the following opinions: "Regarding prospects, we are afraid that they are not too bright at the present time. There are several facts which contribute towards this. One of the principal ones is the present state of employment in this country which we find is seriously affecting the demand for all classes of bacon, as when all is said and done, bacon is a luxury which people have to do, and can do, without.

"Another reason is, the public generally fight shy of Canadian bacon, as in their minds they are unable to distinguish between it and an inferior product which has been largely sold.

"With reference to the stocks, we are given to understand that there is a fair quantity of Canadian bacon still in store on this side, and when all this old bacon gets used up and the public are able to buy good fresh meat at a reasonable figure, much less than to-day's prices, the trade may then show some signs of revival, but as long as there is a lot of old stale bacon about—which there is at the present time—we do not anticipate any very brisk demand."

IMPORTS AND COUNTRIES OF ORIGIN

The following statistics relating to the imports of bacon and the countries of origin, are quoted to illustrate the enormous growth in consumption during the last few years.

Imports

1913	1914	1915	1916	1917	1918	1919	1920
Cwt.	Cwt.	Cwt.	Cwt.	Cwt.	Cwt.	Cwt.	Cwt.
4,857,890	5,098,080	6,523,397	7,435,955	6,507,574	10,473,562	8,281,198	5,611,630

The imports from the three main sources of supply were:—

	1913 Cwt.	1914 Cwt.	1915 Cwt.	1916 Cwt.
United States.. . . .	1,803,371	1,522,958	3,529,599	4,004,410
Denmark.. . . .	2,834,945	2,714,807	2,063,221	1,641,613
Canada.. . . .	243,522	342,286	864,185	1,594,114

	1917 Cwt.	1918 Cwt.	1919 Cwt.	1920 Cwt.
United States.. . . .	3,467,085	8,645,318	5,893,514	3,362,264
Denmark.. . . .	1,123,155	21,491	6,644	704,075
Canada.. . . .	1,767,085	1,719,736	2,094,248	1,493,008

It cannot be expected that so large a consumption will be maintained if the present slump in trade generally is of long duration. In the war years, the scarcity of other meats and various kinds of foodstuffs, combined with the increase in work-people's wages, helped the consumption of bacon to soar to such large proportions.

That there will be a bigger demand than in pre-war days for supplies of bacon cured abroad there can be no doubt. The stock of live pigs held in the United Kingdom, as every one knows, is very low. Even before the outbreak of war, pig-raising in Great Britain was on the wane, due to stringent restrictions and the rapidly increasing competition with the bacon packers of the United States, Denmark and Canada.

PROJECTED INCREASE OF IMPORT DUTIES IN CHILE

With reference to the notice at page 1655 of *Weekly Bulletin* 879 (December 6, 1920) respecting the Bill for the increase of the Chilean customs import duties, H.M. Charge d'Affaires at Santiago now reports, by cable, says the *British Board of Trade Journal*, that the Bill has now become law, and took effect on February 23.

The measure, as passed, provides for a general increase of the customs tariff rates by 50 per cent. The following articles are, however, exempt from any increase, viz:—

Condensed milk, tinned salmon, sardines, rice, cocoa, coffee, tea, sugar, pens and pencils, sacking, jute sacks, petrol, oils, motor lorries, engines, machinery, and tires.

In the following cases the duties have been increased by the percentages shown:—

By 60 per cent—Silk or half-silk fabrics (except bolting cloth), manufactures and made-up articles (Tariff Nos. 971-4 and 976-1058).

By 100 per cent—Confectionery, chocolate, biscuits, mineral waters, toys, jewellery, toilet preparations (waters, scented soaps, powders, etc.—Tariff Nos. 1204-1212).

By 200 per cent—*Spirits*;

and the following goods are subjected to specific duties at the increased rates shown:—

Beer and cider in bottles, 2 pesos per litre.

Sparkling wines, 7½ pesos per litre.

Medicinal soaps, 10 pesos per kilogramme.

DUTCH IMPORTS FOR THE MONTH OF DECEMBER, 1920

TRADE COMMISSIONER GEO. E. SHORTT

Rotterdam, February 21, 1921.—In comparison with November the value of imports increased by 27.8 million gulden, or 10.3 per cent, while the value of exports was about the same as in November, with the result that the total value of imports and exports also increased by 27.8 million, or 6.5 per cent. The total value of imports in 1920 increased by 506 million gulden, or 18 per cent, in comparison with 1919.

	December, 1920 Gulden	Previous months Gulden	Jan.-Dec., 1920 Gulden
Total imports	298,567,123	3,033,559,967	3,332,127,090
Total exports	156,731,343	1,544,724,878	1,701,456,221
Excess imports	141,835,780	1,488,835,089	1,630,670,869

(Not including coin and bullion.)

The total weight of imports rose from 1,112 million kilogrammes in November to 1,270.6 million in December, showing an increase of 158 million kilogrammes. This is due to a higher import of vegetable products (121 million kilogrammes), cereals (93 million kilogrammes), coal, coke and briquettes (41 million kilogrammes), sheet and bar iron (10 million kilogrammes), other minerals and manufactures thereof (14 million kilogrammes), and mason stone (21 million kilogrammes).

IMPORTS OF CEREALS

The total import of wheat for 1920 amounted to 437.8 million kilogrammes (182.4 million kilogrammes more than in 1919). In 1920, 75 per cent came from the Argentine (in 1919, 87 per cent) and 25 per cent from the United States (in 1919, 10 per cent). In 1920 the average price of United States wheat was Fl. 299 per 1,000 kilogrammes and of Argentine wheat 292 gulden per 1,000 kilogrammes, as against 298 gulden and 274 gulden respectively in 1919. The total imports of wheat flour in 1920 amounted to 448 million kilogrammes (80 per cent from the United States and 19 per cent from the Argentine), as against 136.4 million kilogrammes in 1919 (85 per cent from the United States and 10 per cent from the Argentine).

The total figures for maize, 1920 and 1919, are respectively 389.4 million kilogrammes and 220.5 million kilogrammes.

OTHER COMMODITIES OF CANADIAN INTEREST

The total import of coal for 1920 amounted to 2,962.8 million kilogrammes and in 1919 to 2,957.2 million. In 1920, 1,416 million kilogrammes came from the United States at an average of 83 gulden per ton, from Germany 1,079 million kilogrammes at 60 gulden per ton, from Great Britain 235 million kilogrammes at 57 gulden per ton, and from Canada 182 million kilogrammes at 66 gulden per ton. In 1919, 1,079 million kilogrammes originated from Belgium at 39 gulden per ton, 773 million kilogrammes from Germany at 42 gulden per ton, 664 million kilogrammes from the United States at 64 gulden per ton, and 376 million kilogrammes from Great Britain at 51 gulden per ton.

The arrivals of sawn pine wood amounted to 77.7 million kilogrammes, as against 88.8 million in November. The total amount imported in 1920 was 777 million kilogrammes, or 314 million kilogrammes more than in 1919. In 1920 Finland delivered 254 million kilogrammes; Sweden, 238 million kilogrammes; and Germany, 237 million kilogrammes.

The value of cotton yarns imported in December was 4.9 million gulden, the total value for 1920 being 124 million gulden, or 42 million gulden more than in 1919. Five hundred and ninety-eight tons of raw cane sugar were imported during December, as against 407 tons in November. In 1920, 40 million kilogrammes were imported. As in November, cigarettes valued at one million gulden entered the country, making a total value of 23 million gulden for the year 1920, of which 50 per cent came from Great Britain.

COMMERCIAL NOTES FROM NORWAY

COMMERCIAL AGENT C. E. SONTUM

Norway's Money Market

Christiania, February, 1921.—The report of the Norges Bank for the week ending January 22 shows that the note circulation is now falling rapidly, the decrease since the report for the week ending December 31, 1920, amounting to Kr. 52,863,000 and the amount of notes in circulation Kr. 425,513,000, leaving a reserve for the bank of Kr. 71,777,000. The general state of the market may be described as somewhat easier.

Norway's Trade Balance

The trade paper *Farmand* has published the following statistics, which are based on the figures given by the "Statistiske Centralbureau," and the average prices during the year 1918. These are as follows in millions of kroner:—

Mill. Kroner	Nov. 1920	Nov. 1919	Oct. 1920
Imports	184	259	190
Exports.. . . .	88	57	96
Excess imports	96	202	94

During the first eleven months of the years 1919 and 1920 the foreign trade reached the following amounts, in millions of kroner:—

Mill. Kroner	1919	1920	Difference
Imports	2,204	2,379	+ 175
Exports.. . . .	582	982	+ 400
Excess imports.. . . .	1,622	1,397	+ 225

Wood Trade

There is a constant influx of inquiries but notwithstanding this it has been impossible to arrange business. The interest seems to centre around telegraph poles and round timber; but there are offers to hand as to prices. The pit props market is quiet. There have been many inquiries for sleepers, of which no stocks exist at present in this country, as the state railways are constant buyers of the production.

Pulp and Paper

The pulp market, both mechanical and chemical, remains as lifeless as ever, but notwithstanding this the exporters are viewing the future with calmness. The paper market is in apathetic condition with few inquiries, which are, however, to be considered as experimental balloons. Quite a lot of the paper mills in Norway have been compelled to diminish their production and a few have shut down as, for instance, Torp Papirfabrik with 400 workmen. The reason why they have had to do this is due to overstocking. The Norwegian paper mills have between 75 and 80 machines, and of these about half are shut down.

The Freight Market

The outward market from this country remains dull with no inquiries for tonnage owing to the general dullness both in the British and the continental wood markets. The buyers' and sellers' idea of prices are still too far from each other to make business possible, at least at the time being, even if freights for props are being calculated at Kr. 60 to 65.

Coal freights for home are extremely low, the demand being practically nil.

CUBA HAD WORLD'S LARGEST PER CAPITA TRADE

TRADE COMMISSIONER H. A. CHISHOLM, M.C.

Havana, February 15, 1921.—In a statement submitted this week to the President, the Secretary of Hacienda reports that during the fiscal year 1919-20 the total value of Cuba's foreign trade amounted to \$1,290,000,000 United States currency. It is probable that this figure represents a larger foreign trade per capita of population than that of any other country in the world. Canada's per capita foreign trade has been reputed to be the largest in the world, but Cuba with some 30 per cent of the population of Canada did a volume of foreign trade during the twelve months ending June, 1920, that was approximately 50 per cent of Canada's total for the calendar year 1920. Estimating Cuba's population at 2,700,000, her trade amounted to about \$480 per capita for her fiscal year ending June, 1920. This figure is over 50 per cent greater than Canada's per capita trade for 1920, and about four times that of the United States.

FAVOURABLE TRADE BALANCE OF \$420,000,000

The Secretary of the Treasury's statement points out that Cuba's trade for the fiscal year 1919-20 showed an increase of \$504,000,000, or 64 per cent over the previous year, \$385,000,000 of this increase being in exports and \$119,000,000 in imports. The total value of exports was over \$855,000,000 and of imports \$435,000,000, leaving a visible favourable trade balance of some \$420,000,000.

SEVENTY-FIVE PER CENT OF IMPORTS FROM UNITED STATES

About 75 per cent of Cuba's imports came from the United States. For the year in question Cuba imported from the United States and her dependencies goods to the value of \$322,000,000, as compared with \$234,000,000 during the previous year. Great Britain's exports to Cuba showed the greatest relative increase in value over that of the previous year. She sold Cuba goods to the value of \$30,600,000, as compared with \$9,330,000 the previous year; France to the value of \$13,000,000, as compared with \$8,264,000; Spain to the value of \$19,800,000, as compared with \$13,300,000. Canada's trade is not shown in the minister's report, but Canadian Government statistics show that during the calendar year 1920 Cuba imported Canadian goods to the value of \$7,560,011, as compared with \$5,642,675 during the previous year. On the other hand, Canada imported Cuban products, chiefly sugar, to the value of \$33,198,207, as compared with \$12,565,712 during the preceding year.

While detailed statistics of Cuba's foreign trade for the year in question are not yet available, it was stated in the minister's report that the chief classes of imports with their values were roughly as follows: foodstuffs, \$166,000,000; textiles, \$67,000,000; machinery, \$59,000,000; stones and ceramic products, \$20,000,000; chemicals and perfumes, \$24,000,000; metals manufactured, \$25,000,000; live animals and their by-products, \$19,400,000.

TRADE OF JAPAN FOR 1920: A CORRECTION

In the last number of the *Weekly Bulletin*, page 470, the total trade of Japan for 1920 was erroneously given as amounting to yen 284,528,000, instead of yen 4,284,529,000. Of this total, imports into the country were responsible for yen 2,336,139,000, while goods were exported to the value of yen 1,948,389,000.

AERIAL ACTIVITY IN JAPAN

TRADE COMMISSIONER A. E. BRYAN

Yokohama, February 10, 1921.—The Aeronautical Association is stimulating a more active interest in aeroplanes and their use for commercial purposes. The Government authorities are also paying far more attention to this field than formerly, and a larger portion of the estimates asked this year by the War Department will be used to carry out the year's proposed operations and expansions.

About a year ago a party of sixty French experts came out to Japan on the invitation of the Imperial authorities for the purpose of instructing Japanese air pilots. These Frenchmen were all experienced and did much to stimulate this branch of Japan's military operations. It is now said that a party of British naval air pilots will arrive shortly to give instructions to the Imperial Japanese Air Service. Nine British constructional experts from the Vickers-Armstrong works arrived in this country last week to superintend the erection of what will be the first up-to-date aeroplane factory in Japan, to be built at Nagoya by the Mitsui interests.

The question of opening an air mail service by the Department of Communications has been considered and it has been finally decided to institute the same some time this year between Tokyo and Osaka. The operation of this service will probably be based on the report of a Mr. Oyamada, who was sent abroad to study similar undertakings in Europe and America. Other proposed routes will be one to Kyushu in the south and Aomori in the north.

The Imperial Aviation Society is arranging a competitive flight between Tokyo and Aomori in August, which carries a prize of yen 15,000 for the winner. A mail-carrying flight will also be held between the same points, when prizes amounting to yen 10,000 will be given. This society is also arranging a transoceanic flight between Fukuoka and Shanghai, to be held next October, and is offering yen 50,000 and yen 30,000 as the first and second prizes respectively. There is also under consideration the establishment of a mail service by the Communications Department with the help of the naval authorities between Tokyo and the Bonin islands, a distance of 530 miles.

The vernacular paper *Chuo* states that a Mr. Ryokan Tachiban and Takichi Hashimoto are about to establish a company with capital of yen 10,000,000 for the purpose of opening a passenger service between Osaka and Tokyo. Other private companies of a similar nature have been talked of. Laws and regulations are now being drafted by the Aviation Bureau for the purpose of regulating flying, outlining the districts where flying is forbidden, prohibiting stunt flying, etc., etc. All pilots and aeroplanes must be licensed according to these new regulations.

AEROPLANE CONSTRUCTION IN JAPAN

Up to the present no aeroplanes of any account have been built in Japan. Besides the Imperial Arsenal, one or two small plants have been making aeroplanes with imported parts, but these have lacked the proper financial support to make them pay. One large shipbuilding firm in Kobe and another large concern in Tokyo have been erecting aeroplanes as a sideline, but only on a limited scale.

Most of the machines in use at the present time are of European origin. The French instructors brought considerable numbers of French planes, which they left here on their departure. One or two of the important British makers have representatives in Tokyo who have sold machines to the Japanese authorities. Seventeen aeroplanes arrived recently from Germany, under the terms of the Versailles Treaty, and these will be used for experimental purposes.

The authorities are, however, beginning to build aeroplanes in the Imperial Arsenal at Tokyo—up to the present it is said that the engines are being imported from abroad. The fusilage, however, is built here, and in this connection it is of

interest to note that the first shipment of Canadian aeroplane spruce has already been delivered to the Imperial authorities and further inquiries have been received for more. There is also a market here for dope and other accessories used in the manufacture of aeroplanes, and if any Canadian suppliers are interested they can communicate with the Department of Trade and Commerce and receive the address of one good house which has already sold Canadian lumber, and had the necessary connections for handling any other aeroplane specialties.

UNSATISFACTORY TRADE CONDITIONS IN NEWFOUNDLAND

(London Times Trade Supplement)

The trade statistics of Newfoundland for the fiscal year ended June 30 last show that imports amounted in value to \$40,533,388, against \$33,297,184 in the previous year, and the exports amounted to \$34,865,438, against \$36,784,616. The total trade for 1919-20 was thus \$75,398,826, against \$68,981,800 in the previous year.

Comment is made on the fact that in the last fiscal year, for the first time since the war began, the balance of trade was against Newfoundland, the imports exceeding the exports by 5½ millions, whereas in the previous year the exports exceeded the imports by 3½ millions. This shows a reversal of trade in one year of over nine million dollars, a remarkable and most unhealthy development, as events have now proved. All through the war period Newfoundland, because of the rising prices of her food fishes, which were in great demand in Europe, and of her fish oils, which were in equal demand for the extraction of glycerine for munition purposes, was able to sell these commodities at such prices that her people had substantial sums to their credit in the banks of the country or invested in Victory Bonds and other securities.

HEAVY IMPORTING

Last year, however, this wise policy was abandoned and commodities of various kinds were imported to a greater extent and value than in previous years, a procedure due, no doubt, to the belief that the unexampled prosperity which had existed through the war period would continue indefinitely. As an instance it is estimated that the imports of motor-cars during the fiscal year totalled nearly 1½ million dollars, or about twice the figure for the previous year, while the imports of women's wearing apparel of high quality reached 1¼ million dollars, an increase of 50 per cent over 1918-19. Purchases of other kinds of luxuries were on a similar lavish scale. The ordering of most of these things was done through the winter. The goods came to hand in the early months of last year, and were offered for sale just about the time that the economic barometer began to sink. The result is that at present dealers in all these luxuries have their stores packed with them, and are able to sell only a very small proportion owing to the depression which has affected the country to perhaps a greater extent than almost anywhere else.

In consequence the customs duties on imports, from which nine-tenths of the annual revenue is derived, declined some \$700,000 for the period from July 1 to December 11, while business men say that from the new year onwards the imports will be practically *nil*, causing a consequently greater reduction in revenue. The outlook for 1921, from the viewpoint of importers of any commodities except absolute necessities, is gloomy. Most of the local factories are only working on part time and in some cases with very small staffs. In the case of one concern engaged in the manufacture of ready-made clothing the regular working force of 300 operatives has been reduced to 30, and the company has sold back to England a very large quantity of raw material purchased last spring.

SUMMARY OF THE TRADE OF CANADA: MONTH, ELEVEN MONTHS AND TWELVE MONTHS ENDING FEBRUARY, 1921

(Compiled by External Trade Division, Dominion Bureau of Statistics.)

Main Groups	Month of February, 1921				Eleven Months ending February, 1921				Twelve Months ending February, 1921			
	From United Kingdom		From United States		Total Imports		From United Kingdom		From United States		Total Imports	
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>												
Vegetable Products.....	19,645,667	4,700,444	8,371,271	232,141,774	31,227,787	107,744,307	267,833,966	35,414,013	125,018,918			
Animal Products.....	3,694,283	144,810	2,985,607	57,141,750	4,950,043	39,228,256	68,868,795	5,923,859	45,038,148			
Fibres and Textile Products.....	10,177,518	3,924,431	4,375,297	230,966,608	106,382,735	96,192,797	266,810,156	122,121,814	111,333,879			
Wood, and its Products.....	13,765,894	208,820	2,843,468	53,537,153	2,868,777	48,863,692	58,957,629	3,084,174	55,903,866			
Iron and its Products.....	3,187,894	947,969	12,749,331	230,115,316	15,572,562	212,665,500	253,608,080	16,463,658	235,216,517			
Non-ferrous Metal Products.....	2,684,928	238,690	2,341,237	51,607,265	6,365,783	42,376,791	58,404,730	6,833,752	48,543,601			
Non-metallic Mineral Products.....	13,095,758	475,588	11,735,606	190,308,858	8,464,086	174,103,396	203,448,150	9,367,518	185,558,197			
Chemicals and Allied Products.....	1,900,924	226,421	1,122,697	34,068,132	5,782,428	24,989,083	37,755,761	17,800,034	27,868,868			
All other Commodities.....	3,817,647	876,226	2,573,042	67,671,371	15,926,707	46,659,890	71,734,379	17,409,598	51,467,823			
Total Imports, 1921.....	71,970,507	11,743,399	49,097,556	1,147,558,227	197,540,938	792,823,712	1,290,067,546	223,001,254	887,380,983			
..... 1920.....	87,496,856	14,982,082	60,701,248	1,222,018,804	100,902,315	706,540,047	993,876,003	106,799,857	763,097,561			
..... 1919.....	64,400,063	5,578,674	52,255,909	847,854,506	67,137,576	693,645,510	935,266,472	74,811,994	764,216,304			
<i>Exports (Canadian Produce)</i>												
Vegetable Products.....	28,407,233	10,433,566	10,537,728	455,784,431	131,939,853	137,786,459	481,928,269	144,170,789	143,129,129			
Animal Products.....	10,519,301	5,271,040	4,260,948	180,437,488	88,815,879	71,265,253	198,046,403	94,426,593	79,755,409			
Fibres and Textile Products.....	15,000,909	1,221,014	616,337	18,087,824	2,588,921	6,736,719	21,631,474	2,038,170	70,636,030			
Wood, and its Products.....	3,821,966	691,108	323,847	264,748,022	35,791,907	201,080,335	287,682,903	38,211,061	219,182,059			
Iron and its Products.....	2,882,646	475,634	2,040,265	72,479,173	17,194,624	19,122,411	80,480,335	18,921,588	21,728,744			
Non-ferrous Metal Products.....	16,687,633	180,480	1,130,231	43,330,081	9,368,938	28,419,914	50,541,335	9,984,282	33,699,732			
Non-metallic Mineral Products.....	966,049	55,087	1,783,270	37,492,005	2,877,366	20,788,515	40,344,828	3,245,545	22,235,469			
Chemicals and Allied Products.....	975,268	106,398	668,905	1,146,350,239	3,205,651	10,039,408	20,002,762	3,568,471	11,329,925			
All other Commodities.....	65,237,738	18,561,744	32,947,325	31,043,315	6,810,979	11,982,995	32,945,163	7,096,592	12,981,729			
Total Exports, 1921.....	86,665,190	28,082,373	32,941,543	1,121,071,273	208,594,118	507,232,009	1,214,204,132	322,563,091	551,678,226			
..... 1920.....	82,899,483	31,012,620	32,357,038	1,146,350,239	465,151,964	419,581,966	1,246,341,308	507,092,308	456,667,986			
..... 1919.....				1,116,461,445	498,842,333	417,787,150	1,216,316,432	546,790,141	454,898,642			
<i>Exports (Foreign Produce)</i>												
Totals, 1921.....	1,077,452	85,538	921,532	19,888,971	1,328,642	17,262,331	24,075,121	1,422,235	23,086,488			
..... 1920.....	3,702,148	531,231	3,068,282	42,080,461	6,713,898	32,277,777	48,935,576	7,455,632	38,139,097			
..... 1919.....	3,193,966	420,808	2,654,879	45,466,364	19,346,405	16,961,169	49,330,353	20,365,360	19,764,055			

INVOICE REQUIREMENTS FOR THE REPUBLIC OF MEXICO

The British Trade Commissioner for Ontario has forwarded to the Department of Trade and Commerce the following instructions with regard to shipments to Mexico, which has been specially prepared by H.M. Consul General in Mexico City for the guidance of exporters.

PROMPTNESS IN FORWARDING DOCUMENTS

1. All shipping documents sent to the customs brokers at the Mexican port of entry must be in his hands before the arrival of the steamer conveying the goods as otherwise Customs penalties may result. In order that he may have sufficient time to make rectifications when necessary and to prepare his own customs papers, they should be mailed him immediately after having been taken out, and, together with the documents he should be given the name and address of the receiver of the goods.

2. Consular invoices, which are absolutely necessary for Customs clearing at the Mexican port of entry, must in each case be taken out to cover everything shipped and sent with shipments in the manner hereinafter described. They must be filled out on the special forms by the Mexican Consul General or Mexican Vice-Consuls at the point of shipment and certified by him as correct. Duties on goods imported into Mexico are in nearly all cases calculated on a fixed rate of so much per kilogramme of either net, legal or gross weight, according to the nature of the goods, and for this reason shippers must, when sending all goods whose duty is calculated on weight, state in the consular invoice, the "net," "legal" and "gross" weights of each of the different kinds or varieties of goods sent. When goods are shipped in trunks or other coverings which in themselves have a commercial value, these trunks or coverings must also be declared in consular invoices as a part of the shipment and the weights and numbers (quantities) of same given.

DECLARATIONS AND CONSULAR INVOICES

"Net weight" means the weight of goods exclusive of packing of every kind. "Legal weight" means the weight of goods with inner packing along included. "Gross weight" means the weight of the goods together with all packing. A kilogramme is 2.204 pounds. On certain kinds of goods, the duties are fixed at so much per unit, pair or dozen, as the case may be, and without any reference either to weight or invoiced value. Therefore the numbers of articles of each commodity so classified in the Consular Invoice should be exactly stated. When shippers are in doubt as to whether duties are payable by weight or by numbers, the local Mexican Consul should be consulted and the point made clear before the corresponding Consular Invoice is made out. It is advisable (though not imperative) that Consular Invoices should be taken out in duplicate. Should the customs broker's original copy go astray, a duplicate if sent to the purchaser or the receiver of the goods will then be available for clearance and Customs penalties will be avoided.

"FRACCION" NUMBER

3. "Fraccion" numbers indicate the fraction or clause of the Mexican Customs Tariff which shows the manner in which duties are calculated and the rate of same, and when in connection with orders transmitted on this form, shippers will understand that under this fraction similar goods have heretofore been passed by the Mexican Customs.

SHIPMENTS DELIVERED FREE OF DRAFT AT PORT OF ENTRY

4. When goods are to be shipped free of draft for delivery at the Mexican port of entry, all of the bills of lading should be made out in the purchaser's name. To the purchaser, the original copy of the bill of lading together with a duplicate of the Consular Invoice and original shipper's invoice should be sent, while two copies of the bill of lading, the original Consular Invoice and a copy of the shipper's invoice should be sent to the Customs broker at the Mexican port of entry.

SHIPMENTS DELIVERED AGAINST DRAFT AT PORT OF ENTRY

5. When goods are to be shipped against draft for delivery at Mexican port of entry, all of the bills of lading should be made out in the purchaser's name. To the purchaser, the original copy of the bill of lading, together with a duplicate of the Consular Invoice and the original shipper's invoice should be sent, while two copies of the bill of lading, the original Consular Invoice and a copy of the shipper's invoice should be sent to the Customs broker at the Mexican port of entry.

6. When goods are to be shipped against draft for delivery at Mexican port of entry, all of the bills of lading should be made out to the order of the shippers. The original copy of the bill of lading, duly endorsed together with a duplicate Consular Invoice and the original shipper's invoice should be attached to the draft and sent to a bank in or as near as possible to the purchaser's resident town together with a letter giving the purchaser's address. Two unendorsed copies of the bill of lading together with the original Consular Invoice and a copy of the shipper's invoice should be sent to the Customs broker at the Mexican port of entry, and should also be accompanied by a letter giving the purchaser's address.

NOTIFICATIONS

7. When goods are shipped against draft, advise the purchaser to what bank the documents are being sent and in all cases send copies of the shipper's invoice.

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM, M.C.

XI

Transportation and Communications

RAILWAYS

There is probably no class of goods more urgently required in Mexico to-day than railway rolling stock of all kinds. The scarcity of locomotives and freight cars is at the moment retarding Mexico's economic development more than any other physical factor. When the writer was in Mexico, freight cars were so scarce that private corporations were purchasing their own cars and employing men to live on these cars with instructions to see that they got to their destinations with the least possible delay. A large part of the freight in northern Mexico has recently been handled by privately operated trains, largely for the benefit of the mining companies who also take carload lots of other classes of goods. These companies were permitted by the Mexican Government to rebuild damaged cars for their own private use, providing, however, that these cars be returned to the Mexican Government after an interval of two years. Scattered over all the railroads in Mexico the writer saw many of these repaired and repainted cars with their attendant guards.

DIFFICULTIES OF REVOLUTIONARY PERIOD

The railways of Mexico have for the most part continued operation during the revolutionary period, in spite of the most astounding difficulties. In the course of runs of less than a hundred miles trains have been operated in turn by railway employees, Government troops, bandits and civilian passengers, while the roadbed behind was blown up and bridges destroyed as the train progressed. Armed wrecking crews would be out the following days mending the roadbed and the damaged bridges. One bridge in northwestern Mexico was completely rebuilt nine times in three or four years. In some districts, bandits were so troublesome that long stretches of roadbed

were from time to time completely abandoned. Not only were rolling stocks and road-bed thus destroyed during the revolutionary period, but ordinary equipment replacement came to a standstill. Very little new equipment was bought and repairs were usually perfunctory in nature. Since 1910, it is estimated that revolutions have resulted in the destruction of over 10,000 freight cars. According to figures supplied by the Mexican Government Railway Administration, the following table shows the shrinkage in Mexican railway equipment between 1913 and 1919:—

Type of Rolling Stock	Number of cars destroyed or Condemned	Type of Rolling Stock	Number of cars destroyed or Condemned
Standard gauge box cars.. . . .	3,473	Narrow gauge tank cars.. . . .	16
Narrow gauge box cars.. . . .	878	Standard gauge cabooses.. . . .	158
Standard gauge cattle cars.. . . .	723	Narrow gauge cabooses.. . . .	44
Narrow gauge cattle cars.. . . .	74	Standard gauge ballast cars.. . . .	95
Standard gauge gondolas.. . . .	1,032	Standard gauge passenger cars.. . . .	77
Narrow gauge gondolas.. . . .	69	Narrow gauge passenger cars.. . . .	56
Standard gauge hopper cars.. . . .	171	Standard gauge baggage and ex- press cars.. . . .	38
Standard gauge flat cars.. . . .	715	Narrow gauge baggage and ex- press cars.. . . .	19
Narrow gauge flat cars.. . . .	213		
Standard gauge coke cars.. . . .	13		
Standard gauge tank cars.. . . .	237		

LOSSES MUST BE REPLACED

Merely to bring the Mexican rolling stock back to the condition of 1912, it will be necessary to replace all the losses enumerated above. In addition, it is estimated that at the beginning of 1920, some 90,000 tons of rails, accessories and supplies were required. The estimated cost of immediate repairs on the National Railways has been recently placed at approximately \$24,000,000. In 1910, Mexico's railway mileage was 15,260, but since then very little new mileage has been constructed. It is probable that with settled conditions, Mexico will in the next few years experience a period of great railway expansion. At the present time, most of the Mexican railways are still in the hands of the Government, although some of them have recently been handed back to the original owners. The Vera Cruz-Mexico City road, for example, has been handed back to its English owners. At the time of writing, railway travel from Mexico City is surprisingly pleasant. Well appointed passenger trains with modern buffet Pullmans enter and leave Mexico City daily, connecting the capital with such important centres as Guadalajara, Vera Cruz and Laredo, and it has been the writer's experience that these trains run as much on time as the average American or Canadian train. How it is done is, in view of the shortage of rolling stock, a mystery, but that is one of the pleasant paradoxes so often encountered in Mexico.

Canadian manufacturers of rolling stock and railway equipment should get into touch with the New York office of the Mexican Government Railway Administration which has a monthly bank credit for purchasing equipment. The Mexican Government is now enjoying an expanding revenue, thanks to mounting oil duties, and the writer has been assured that it is the intention of the present Government to help the National Railways by means of liberal advances to get back into shape as soon as possible. Mexican railways are now almost altogether equipped with oil-burning locomotives.

NUMBER OF RAILWAY EMPLOYEES

The number of employees on the railways under Government control in Mexico at the end of 1918 was over 31,000, of which less than a hundred were foreigners. Gross receipts for the year ending June 30, 1918, of the Government lines (8,119 miles) amounted to \$29,240,485, and the operating expenses were \$19,151,808, leaving a net income of \$10,088,677. The American Chamber of Commerce of Mexico City estimates the capital invested in Mexican railroads as follows: American, \$235,464,000; British, \$81,238,000; Mexican, \$125,440,000.

PORTS AND SHIPPING

Mexico is unique not only in her possession of an amazing diversity of natural resources, but also in her strategic geographical position for world trade. Situated in the middle of the Western Hemisphere, with long stretches of Atlantic and Pacific coast line provided with numerous ports open all the year round, with nearly all her resources less than three hundred miles from tide water, with most of her petroleum within a few miles of tide water, where it may be pumped from the wells directly into ocean tankers, with only 190 miles of railroad separating Atlantic and Pacific near her southern boundary, Mexico enjoys an enviable position for the development of a world trade. Mexico has a coast line of more than 6,000 miles consisting of 1,400 miles on the gulf of Mexico, 327 miles on the Caribbean sea, and no less than 4,574 miles on the Pacific including the gulf of California.

The Gulf Ports

That the Mexican Government is alive to the importance of the development of her ports is shown by appropriations recently made for harbour improvements both on the Pacific and on the Atlantic. Vera Cruz has already outgrown its present docking and warehouse facilities, and during the latter part of 1920, there was serious congestion in this most important port. It is the intention of the Federal Government to provide for new shipping facilities in the port of Vera Cruz to provide for her rapidly expanding trade.

Coatzacoalcos (now known as Puerto Mexico) is the eastern terminus of the Tehuantepec railroad connecting the Pacific and Atlantic across the isthmus of the same name, Salina Cruz being the western terminus. This railroad is still important in the transshipment of ocean freights, notwithstanding the construction of the Panama canal. Both terminals have good harbours and ample docks and warehouses where trains may run up to the ship's side to be loaded or unloaded by electric cranes. The route between San Francisco and New York is some 1,200 miles shorter via Tehuantepec than by the Panama canal.

Tampico and Tuxpam are the great oil ports of Mexico. The big oil companies have here built up modern shipping facilities which enable tankers and cargo vessels to be loaded in a few hours. One of the projects now under way is the deepening of the Panuco river to afford easier access to the great oil exporting centre of Tampico.

Improvements now Under Way

The Mexican Government is carrying out improvements on the seaport of Progreso, Yucatan, which is at present an open roadstead, necessitating the larger ocean carriers to lie a considerable distance off shore. The port of Frontera, in the state of Tabasco, is also being improved and it is hoped that dredging operations will finally open the Grijalva and Usumacinta rivers for navigation by ocean-going vessels up as far as San Juan Bautista, the capital of the state, and provide for increased exports of the large quantities of fruit and tropical hardwoods abounding in this state.

American shipping companies are now operating regular and frequent passenger and freight services from New York to Vera Cruz and Tampico via Havana and Progreso, as well as from New Orleans to Tampico and Vera Cruz. First-class Dutch, French, and Spanish passenger vessels now conduct regular services between Vera Cruz and European ports via Havana.

Matamoros, situated at the mouth of the Rio Grande, and the port of Campeche, situated on the peninsula of Yucatan, are two other important Gulf ports which do a considerable coastwise and ocean tramp trade.

Pacific Ports

On the Pacific coast improvements on the ports of Guaymas, Mazatlan, Manzanillo, and Acapulco are already under way. At Mazatlan it is proposed to dredge

a channel for deep-water vessels into the estuary and establish there sheltered wharves for the accommodation of the rapidly increasing commerce of that port. In 1920 coastwise traffic had been resumed, operating between Salina Cruz and the four ports mentioned, and also to Santa Rosalia, Las Peñas, San Blas, all on the Pacific Coast mainland, and to La Paz and Ensenada, on the peninsula of Lower California.

The lighthouse service has now been restored to good shape, in spite of the extensive damage suffered by lighthouse equipment during the revolution. It is now said that mariners approaching either coast find all the signals in reasonable working order.

Tonnage Statistics

The gross registered tonnage of vessels entering and leaving Mexican ports during the fiscal year 1912-13 was some 27,000,000 tons, as compared with 15,570,000 tons in 1904 and some 22,000,000 tons in 1909.

The following table compiled from Mexican Government statistics will give some idea of the shipping business done by the leading Mexican ports in the fiscal year 1912-13:—

	*Incoming Gross Tonnage	*Merchandise in Metric Tons:		Coastwise Traffic Metric Tons of Merchandise:	
Gulf Ports		Incoming	Outgoing	Incoming	Outgoing
Campeche	363,044	2,698	14,693	17,118	10,993
Coatzacoalcos	1,504,620	46,315	122,777	408,186	122,502
Frontera.. .. .	161,949	11,518	41,513	23,106	9,473
Progreso.	1,215,125	112,045	142,802	46,727	11,014
Tampico.	2,137,542	500,961	1,361,171	23,340	135,841
Tuxpam.	447,928	3,000	585,128	11,124	453,468
Vera Cruz.	1,510,366	343,317	51,207	276,393	36,854
Pacific Ports—					
Acapulco.. .. .	203,182	20,317	2,884	4,781	1,251
Guaymas	123,015	43,287	13,632	24,251	6,648
Manzanillo	198,135	5,665	3,679	18,680	25,304
Mazatlan	185,677	22,390	3,705	5,689	3,134
Salina Cruz.	510,354	10,772	5,009	7,711	7,399
San Blas.	123,128	1,125	1,426	2,204	5,552
Santa Rosalia.. ..	94,634	84,344	5,710	5,179	462
Total all ports ..	8,937,959	1,220,222	2,404,753	906,746	890,121

*Excluding coastwise traffic.

POSTS AND TELEGRAPHS

The postal and telegraph services, which were very uncertain during the revolutionary period, have now been restored to normality and in some respects show considerable improvement over the pre-revolutionary period. There were at the beginning of 1920 about 3,000 post offices of all classes, 500 telegraph stations, with 25 telephone and 6 wireless stations. The length of wire was about 75,000 kilometres, or over 46,000 miles, while the length of the cable system amounted to over 480 miles.

A notable development of the postal system has been the increase of parcel post packages passing between the United States and Mexico. In 1918 the total number of such packages was 277,357, compared with 15,545 from all other countries. During the fiscal year 1912-13, 159,458 parcel post packages from the United States passed through the Mexican mails, compared with 91,253 from European countries.

An important feature of the work of reconstruction has been the establishment of a complete system of wireless connecting all portions of the Republic. This was made necessary by the uncertainty of wire communication occasioned by the destructive revolutionary activities. Both systems are owned and operated by the Mexican Government. Five-kilowatt power wireless stations have been erected at Mexico City and at Saltillo, the capital of Coahuila, while at Vera Cruz, Tampico, Torreon, Chihuahua, Campeche, Mazatlan, Salina Cruz, Acapulco, Manzanillo, Guaymas, and at two points in Lower California, 2½-kilowatt power stations have been or are being

erected, thus covering most of the important points in the country with the assistance of a few private stations. This wireless system is of supreme importance to the Mexican Government in maintaining peace and security throughout the country. Before the extension of the system the capital was often in ignorance for many days of revolutionary movements, as the first act of revolutionaries was to cut telephone communication. Now, a guard of soldiers at each wireless station ensures communication from all parts of the country to the capital and would enable sporadic outbreaks of revolution to be crushed immediately.

In conclusion, communication with Mexico and within her borders is now restored to such an extent that the business man seeking trade in Mexico will experience no more delays than he will in any other Latin-American country untroubled by recent revolutions.

NOTE.—The Canadian Official Postal Guide of 1919 gives the following information on correspondence with Mexico:—

“106.—Under a postal convention between the postal administrations of Canada and Mexico all classes of mail matter except articles of merchandise may be sent to Mexico at the same rates of postage and (with the exceptions noted hereunder) under the same regulations as matter addressed to places in Canada.

“*Exceptions.*—(a) Letters addressed to Mexico must be prepaid at least 2 cents—one full rate. The deficiency in prepayment in the case of overweight letters prepaid one rate only will be collected on delivery in Mexico.

“(b) Second and third class matter addressed to Mexico must not exceed 4 pounds 6 ounces in weight except in the case of a packet containing a single volume of a printed book, when a weight of 10 pounds may be allowed.

“107.—Correspondence which has been franked as official by competent authority in Mexico is delivered in Canada free of postage, the same privilege being extended to duly franked correspondence posted in Canada addressed to Mexico.

“109.—Articles of merchandise for Mexico have to be sent by parcel post. The rate of postage is given in the table of parcel rates, etc., page 102.

“110.—In cases where the Canadian domestic postage rate is higher than the Postal Union rates on any class of matter, the convention provides that the Postal Union rates shall apply to such matter when addressed to Mexico.”

NEW TARIFF OF ST. VINCENT

The Department of Trade and Commerce has received a copy of the new tariff of St. Vincent, adopted in accordance with the Canada-West Indian Trade Agreement entered into last June. The prevailing ad valorem rate of duty is 10 per cent under the British Preferential Tariff and 15 per cent under the General Tariff. Some of the principal articles dutiable under these rates are:—

Trunks and valises, baskets, boots and shoes, brooms and brushes, motor cars, clocks, cordage and twine, wearing apparel, glass and glassware, hardware, rubber manufactures, manufactures of leather, condensed milk, paper and manufactures thereof; canned vegetables, canned fish, furniture, and unenumerated goods.

Several kinds of industrial and manufacturing machinery are free of duty under the Preferential Tariff and 5 per cent under the General Tariff.

Included in the free list are cattle, sheep and swine, eggs, electrical apparatus and appliances for communication or illumination, fresh fish, gas and water pipes and fittings for same, agricultural implements and tools, printing paper, motor tractors and wire cloth and wire netting.

Further information on the new tariff of St. Vincent will be furnished on application to the Director of Commercial Intelligence, Department of Trade and Commerce, Ottawa.

NEW ZEALAND CUSTOMS DECISIONS

The following customs decisions have recently been announced in the New Zealand *Gazette*, confirming in most cases a practice followed for some time:—

Goods	Classification under tariff and item No.	Rate of Duty	
		General	Pref. Surtax Tariff on foreign goods
Electric appliances, viz.:—"Multiflex" reflector, consisting of electric lamp-holder and reflector (claimed as parts of photographic cameras).	As electric appliances, n.o.e. (176).	20%	10%
Fan for conveying hot air from an electrically driven turbine-pump used in a mine (claimed as fans for mine-ventilation).	As manufactured articles of metal, n.o.e. (183).	20%	10%
Motor-cycles, accessories for, viz.:—Motor-chain spring links (Perry's) for repairing motor-cycle chains.	As belting for driving machinery, other than leather belting (443).	Free	10%
Spirit-stoves, composed of tin, with brass-covered burners, brass wick-elevators, and asbestos-packed bottoms.	As hardware, n.o.e. (178).	20%	10%
Surgical appliances, viz.:—Plate-holders or cassettes peculiar to use in X-ray photography.	As surgical appliances (279).	Free	—
Tin cake or biscuit cutters, suitable for household use.	As tinware, n.o.e. (187)	25%	12½%
Truck or gobie for conveying stone from the yard to a stone sawing machine, the stone being kept in position by its own weight while the operation of sawing is in progress (claimed as part of a stone-workers' machine tool).	As manufactured articles of metal, n.o.e. (183).	20%	10%
Cords, endless, for skylights, of material similar to venetian-blind cord.	As materials for fabrication or repair of goods within New Zealand, item 482. . .	Free	—
Cords, of patterns approved by the Minister, in lengths suitable for the manufacture of braces, when declared for use for that purpose.	As materials for fabrication or repair of goods within New Zealand, item 482. . .	Free	—
Rods, wire, dome-headed specially suited for the manufacture of wooden coat-hangers.	As materials for fabrication or repair of goods within New Zealand, item 482. . .	Free	—

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

Trade, Industrial, Transportation, Vital, Census, and other official Government statistics of Canada are compiled and issued by the Dominion Bureau of Statistics at Ottawa. Accordingly, applications for publications of the bureau or lists thereof, as well as for information of a statistical character, should be addressed to that branch of the Department of Trade and Commerce.

REMOVAL OF FRENCH PROHIBITION ON IMPORTATION OF CERTAIN KINDS OF PAPER

A cable from Paris, under date of March 15, 1921, published in the *United States Commerce Reports*, announces a decree of March 10, 1921, published in the *Journal Officiel* for March 13, removes the French import restriction on paper on spools and paper pulp for the manufacture of newsprint paper.

PROBABLE POSTPONEMENT OF NEW SPANISH CUSTOMS TARIFF

According to a cablegram from Madrid, dated March 13, 1921, published in the *United States Commerce Reports*, recent events in Spain, causing changes in the Ministry, will probably postpone the date upon which the new tariff law will go into effect, which it was anticipated would be March 20, 1921, or very soon thereafter.

GROWTH OF CANADIAN EXPORTS TO SOUTH AFRICA

In its commercial letter for March, the Canadian Bank of Commerce furnishes information credited to the National Bank of South Africa, Limited, with regard to the present business conditions in South Africa and the growth of Canadian exports thereto. The following is extracted as of considerable interest to Canadian exporters:—

South Africa is at the present time passing through a period of adjustment similar to that which Canada is now experiencing. The general extravagance which characterized other countries during the latter part of the war and the first year of peace did not leave South Africa unscathed, for, at the beginning of 1921, the opinion was expressed that the country had overbought in a reckless manner and that some months must elapse before the excess goods were digested. Trade was dull and merchants were "experiencing difficulty in moving stocks and financing arrivals, which have doubled owing to the unexpected execution of back indents" and the delivery earlier than anticipated of goods on order. Since that time, however, an undercurrent of optimism has set in and, although business is still dull, "prospects of trade improving within a reasonable period appear more promising." The drop in the gold premium and that in the price of diamonds are disturbing elements, while the demand for wattle bark is weak. On the other hand, the wool market is reviving as a result of English and Japanese buying, and that for coal appears to be improving, shipments now being made to European countries, in addition to the already established markets in the Southern Hemisphere.

Unemployment however, is on the increase, leather workers especially suffering from the general depression; in this industry nearly 90 per cent are out of work. The boot and shoe market is flooded with imported goods and the local trade is "threatened with extinction." Word is also received that enamel and aluminium ware from Germany is now entering the market on a speculative basis.

During 1920 South Africa's imports were almost doubled in value. For the ten months ending October, 1920, they amounted to £88,093,601, as compared with £44,133,828 for the corresponding period in 1919. It is interesting to note that the largest increase has occurred in the item of food and drink, the amounts being £12,071,224 for 1920, as against £3,544,053 for 1919. Other marked increases have occurred in the following items: cotton and woollen manufactures, iron and steel manufactures, and motor cars.

The chief items, in respect of their annual value, exported from Canada to South Africa are motor cars (\$2,000,000), paper (\$1,600,000), lumber (\$1,000,000), paints and varnishes (\$1,000,000), textiles and iron products. The following table will show the growth of Canada's exports to South Africa, together with the very noticeable falling off in our imports from that country:—

Period	Exports to South Africa from Canada	Imports to Canada from South Africa
Fiscal year ending March, 1918	\$ 5,065,658	\$ 553,362
Fiscal year ending March, 1919	11,992,135	1,300,259
Fiscal year ending March, 1920	8,649,756	695,553
Twelve months ending December, 1920	14,126,132	208,190
Twelve months ending January, 1921	14,221,064	199,121

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

SAMPLE REGULATIONS IN BRAZIL

(Foreign Trade Bulletin)

Travellers arriving in Brazil with commercial samples are frequently obliged to pay the usual customs duties thereon, owing to their inability to produce documentary evidence which would allow them to enter the samples under a guarantee of re-exportation, according to a recent article in the *Bulletin* of the American Chamber of Commerce in Rio de Janeiro.

The Brazilian Consular General in New York recommends that all travellers taking samples to Brazil carry the following documents:—

1. Copy of Brazilian consular invoice whenever the commercial value of the samples exceeds \$48.50.

2. Certificate of origin duly legalized by the Brazilian Consul General.

The certificate should contain a complete list of all the samples carried by the traveller, signed by the president or treasurer of his company, as well as the name of the traveller, his position with firm, name of the carrying vessel, its sailing date, and a declaration that the samples are contained in the baggage of the traveller or are shipped separately. The Brazilian consul authenticates this certificate of the samples. In addition, the Brazilian Consul General recommends that travellers carry legalized power of attorney.

It is very essential that these formalities be carefully complied with in order to avoid difficulties upon arrival at a Brazilian port.

RECIPROCAL TRADE BETWEEN CANADA AND BRAZIL

Mr. George B. Mitchell, H.B.M. Consul in Para, Brazil, in a communication dated March 19, 1921, writes as follows on trade prospects between Canada and Brazil:—

"It is very desirable that direct communication between the Amazon and a Canadian port should be established. I am convinced that a large part of the trade now done between Para and Manaus and New York could be profitably diverted to Canada, both as regards existing transit Canadian trade and American trade properly so called. I feel sure that Brazilian merchants would much prefer both to buy from and sell to Canada, if the advantages of the latter were known and facilities existed. The adverse American exchange is now causing heavy loss to the Brazilian merchants. As Major Johnson has pointed out, the loss on the Canadian dollar would be considerably less.

"I would advise the despatch to this place of a Canadian agent with price lists, samples, etc., and power to conclude contracts, etc., sent out, say, by a combination of business houses in different lines. It is almost unknown here that Canada produces anything but grain and codfish! Some have heard that some agricultural machinery is made in Canada, but as that is not required here, their interest goes no further.

"At present this district is in a very bad financial condition, and the people of the Amazon district can buy nothing in a market that does not buy its products in return. A reciprocal trade is therefore a *sine qua non*.

"The Amazon can, however, export valuable products which ought to meet with a good demand in Canada, if direct communication can eliminate the extra expense of transit through the United States. Such products are rubber of the finest quality, timber of every variety and in unlimited quantities, vegetable oils, fibres, raw cotton, cocoa, Brazil nuts and other nuts and fruits, maize, mandioca, tobacco, vegetable dyes and tan bark, hides and skins, isinglass, feathers, etc."

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 23, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending March 23; those for the week ending March 16 are also given for the sake of comparison:—

		Parity.	Week ending March 16, 1921.	Week ending March 23, 1921.
Britain.. . . .	£	1.00	\$4.86	4.4699
France.. . . .	Fr.	1.	.193	.0797
Italy.. . . .	Lira	1.	.193	.0427
Holland.. . . .	Florin	1.	.402	.3942
Belgium.. . . .	Fr.	1.	.193	.0837
Spain.. . . .	Pes.	1.	.193	.1595
Portugal.. . . .	Esc.	1.	1.08	.1032
Switzerland.. . . .	Fr.	1.	.193	.1931
Germany.. . . .	Mk.	1.	.238	.0183
Greece.. . . .	Dr.	1.	.193	.0862
Norway.. . . .	Kr.	1.	.268	.1817
Sweden.. . . .	Kr.	1.	.268	.2603
Denmark.. . . .	Kr.	1.	.268	.1955
Japan.. . . .	Yen	1.	.498	.5533
India.. . . .	R.	1.	2s.	.2953
United States.. . . .	\$	1.	\$1.00	1.1468
Argentina.. . . .	Pes.	1.	.965	.8959
Brazil.. . . .	Mil.	1.	.4850	.1662
Roumania.. . . .	Lei	1.	.193	.0157
Jamaica.. . . .	£	1.	4.86	4.4871
Shanghai, China.. . . .	Tael	1.	.631	.7225
Batavia, Java.. . . .	Guilder	1.	.402	.3756
Singapore, Straits Settlements.. . . .	\$	1.	.49	.5275
Barbados.. . . .	\$	1.	1. .92½ - .95½	.91½ - .94½
British Guiana.. . . .	\$	1.	1. .92½ - .95½	.91½ - .94½
Trinidad.. . . .	\$	1.	1. .92½ - .95½	.91½ - .94½
Dominica.. . . .	\$	1.	1. .92½ - .95½	.91½ - .94½
Grenada.. . . .	\$	1.	1. .92½ - .95½	.91½ - .94½
St. Kitts.. . . .	\$	1.	1. .92½ - .95½	.91½ - .94½
St. Lucia.. . . .	\$	1.	1. .92½ - .95½	.91½ - .94½
St. Vincent.. . . .	\$	1.	1. .92½ - .95½	.91½ - .94½
Tobago.. . . .	\$	1.	1. .92½ - .95½	.91½ - .94½

TRADE IN SOUTH AFRICA BECOMES MORE RESTRICTED

The general managers of the Standard Bank of South Africa supply the following information regarding trade conditions throughout the Union:—

The monetary position is unchanged and is unlikely to become easier until there has been a demobilization of banking funds in produce and merchandise. At present trade is restricted in all departments. Manufacturing industries are experiencing a setback and unemployment is increasing.

Supplies of agricultural implements are adequate and business is extremely quiet. The market for mining material has been affected by the large quantities of second-hand goods available. Stocks of fencing material, galvanized iron, and timber are heavy and are being offered below cost. Prices for hardware and electrical goods are well maintained.

The position as regards soft goods is causing anxiety, for, while stocks are heavy, business is at a standstill and factory prices are declining rapidly.

The balance of trade against South Africa for 1920 is estimated at £10,000,000. after allowing for the gold premium, which is not included in the value of exports.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

Foodstuffs

2826. **Representation in Near East.**—A firm of commission merchants stationed in London desire to get into direct touch with Canadian millers with a view to undertaking representation in the Levant, Greece, and Turkey.

2827. **Foodstuffs for Bohemia.**—A society of traders at Prague, Bohemia, wish to get into touch with Canadian exporters of wheat, rye, lard, evaporated, condensed or powdered milk, and other produce.

2828. **Canned goods.**—A manufacturers' representative in good standing wishes to obtain a Canadian agency for canned meats and canned fish for Barbados.

2829. **Apples.**—A Cape Town commission agent, in close touch with fruit buyers throughout South Africa, desires to correspond with New Brunswick, Nova Scotia, or British Columbia exporters of Canadian apples with a view to securing shipments of 1921 crop.

2830. **Flour for West Indies.**—A firm of manufacturers' agents in Trinidad, B.W.I., wish to be put in touch with Canadian millers who desire representation in the West Indies.

2831. **General groceries.**—A commercial agent in Barbados wishes to obtain a Canadian connection for the supply of general grocery lines. Good references can be given.

2832. **Alimentary products.**—A firm of importers and exporters in Czechoslovakia wish to get into communication with first-class Canadian firms exporting wheat, rye, rice, lard, evaporated or condensed milk, powdered milk, and other food products.

2833. **Canned fish.**—A firm of importers and commission agents in Antwerp, Belgium, desire to get into touch with exporters of canned fish in Canada.

Miscellaneous Inquiries

2834. **Shingles.**—A trading company in the Isle of Man are in the market for a small shiplod of wood roofing shingles, and seek quotations from Canadian manufacturers.

2835. **Softwood flour (pine).**—A firm in Glasgow require pinewood flour for linoleum manufacturers. Samples and prices c.i.f. Glasgow are wanted.

2836. **Deer horn.**—Paris firm desire quotations on horn, in quantities up to 1,000 pounds, for the manufacture of cane handles. (The horns of deer only are used.) Half payment in Canada, half in Paris.

2837. **Paper.**—A manufacturers' representative in good standing in Barbados is desirous of obtaining a paper agency, including printing, stationery, and wrapping paper lines.

2838. **Paper.**—Specifications have been received for various classes of paper required by the Imperial Japanese Tobacco Monopoly Bureau, as follows: (1) paper

for mouthpiece, (2) paraffin paper for packing, (3) Manila board for cigarette boxes. The total value of the order to be placed this year is estimated at upwards of 1,000,000 yen. Full details may be obtained on application to the Commercial Intelligence Branch, quoting file No. 17533.

2839. General agency.—A manufacturers' representative and commission merchant in Barbados, with good bank references, desires to get in touch with Canadian manufacturers and suppliers of foodstuffs, feedstuffs, hardware, canned goods, furniture, glass and earthenware, chocolate and confectionery, and underwear.

2840. Pianos.—A firm of commission merchants in Barbados wish to obtain an agency for Canadian pianos. Good references can be given.

2841. Optical materials.—A South African wholesale and manufacturing jewelry and optical house, with head office in Johannesburg and branches throughout the Union, desire samples, full particulars as to packing, and prices f.o.b. Canadian seaboard of gold-filled and nickel spectacle frames, spectacle cases, optical machinery, etc.

2842. Cement, asbestos slates and linings.—Large firm of builders in Glasgow wish to hear from manufacturers in Canada of cement, asbestos slates and linings.

2843. Mechanical rubber goods and asbestos packing.—Firm in Glasgow wish to hear from Canadian manufacturers of mechanical rubber goods and asbestos packing.

2844. Paper.—Glasgow firm of papermakers' agents and merchants, with several branches throughout the country, offer their services to Canadian manufacturers of paper who require agents in Great Britain and Ireland, including London.

2845. Kitchen utensils.—Glasgow firm of manufacturers' agents are interested in hearing from Canadian manufacturers of kitchen utensils of enamelware, etc.

2846. Seeds.—Inquiry is made for 50 tons of vegetable seeds for Japan. Samples with lowest prices to be sent and particulars quoted.

AUSTRALIAN CUSTOMS DECISIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, February 21, 1921.—Under recent by-laws issued by the Department of Trade and Customs the following are added to the list of material and articles which may be imported into Australia at reduced rates of duty if used in the manufacture of specified goods, or for specified purposes, within the Commonwealth:—

MINOR ARTICLES FOR USE IN THE MANUFACTURE OF GOODS WITHIN THE COMMONWEALTH
Copper vessels and wares.—Copper sheets, circles, and segments, the length and width of which both exceed 30 inches.

Jewellery.—Enamelled pottery.

Pianos.—Veneers, mahogany.

Down.—Feathers, uncleaned and ungraded.

TOOLS OF TRADE FOR ARTISANS AND MECHANICS AND TOOLS IN GENERAL USE (WHEN NOT MADE WHOLLY OF WOOD AND NOT BEING MACHINES)

Irons.—Caulking.

Planes (except wooden planes).

Screws.—Bench, except of metal.

Gauges for determining the thickness of rubber.

MACHINE TOOLS AND PARTS

(But not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machine)

Broom and brush-making.—Bristle combing and mixing machines.

Wood working.—Handle and spoke making machines.

Fibre working.—Spinning machines.

Metal working.—File cutting machine.

The above specified "minor articles," "tools of trade," and "machine tools and parts" are now admitted (for the purposes specified) free of duty if from the United Kingdom, and at the rate of 10 per cent ad valorem if from any other country, including Canada.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Halifax

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about April 13.

TO BRITISH WEST INDIES.—*Chaleur*, Royal Mail Steam Packet Company, about April 1.

TO LIVERPOOL.—*Cassandra*, Anchor-Donaldson Line, about April 1; *Canada*, White Star-Dominion Line, about April 3; *Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about April 10; *Saturnia*, Anchor-Donaldson Line, about April 23.

TO GLASGOW.—*Cassandra*, Anchor-Donaldson Line, about April 1.

TO PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Anchor-Donaldson Line, about April 23.

TO ST. JOHN'S (NFLD.).—*Rosalind*, Red Cross Line, about April 1; *Sable I.*, Farquhar & Co., Ltd., about April 4; *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about April 7.

TO HAMBURG, DANZIG, AND LIBAU.—*Gothland*, Red Star Line, about April 6.

TO HAMBURG (direct).—*Minnekadha*, American Line, about April 2.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Gunner*, Canadian Government Merchant Marine, Ltd., about April 6.

TO HAVANA (CUBA).—*Canadian Miner*, Canadian Government Merchant Marine, Ltd., about April 9.

TO RIO DE JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Canadian Volunteer*, Canadian Government Merchant Marine, Ltd., about April 20.

From St. John

TO LIVERPOOL.—*Minnedosa*, C.P.O.S. Line, about April 2; *Empress of Britain*, C.P.O.S. Line, about April 4; *Victorian*, C.P.O.S. Line, about April 15; *Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about April 15.

TO LONDON.—*Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about April 14; *Tunisian*, C.P.O.S. Line, about April 21.

TO GLASGOW.—*Pretorian*, C.P.O.S. Line, about April 1; *Bolingbroke*, C.P.O.S. Line, about April 15.

TO MANCHESTER.—*Manchester Mariner*, Manchester Liners, about April 9.

TO SOUTHAMPTON.—*Scandinavian*, C.P.O.S. Line, about April 1; *Corsican*, C.P.O.S. Line, about April 16.

TO DUBLIN.—*Dunaff Head*, Head Line, about April 5.

TO AVONMOUTH.—*Bolingbroke*, C.P.O.S. Line, about April 15.

TO BELFAST.—*Lord Antrim*, Head Line, about April 15.

TO CARDIFF AND SWANSEA.—*Canadian Trooper*, Canadian Government Merchant Marine, Ltd., about April 14.

TO ANTWERP.—*Scandinavian*, C.P.O.S. Line, about April 1; *Corsican*, C.P.O.S. Line, about April 16.

TO ROTTERDAM AND HAMBURG.—*Dunaff Head*, Head Line, about April 5.

TO HAVRE.—*Tunisian*, C.P.O.S. Line, about April 21.

TO RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—A steamer, Houston Line, about April 15.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO AUSTRALIA AND NEW ZEALAND.—*Carpentaria*, New Zealand Shipping Company, about April 9; *Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about April 16; a steamer, New Zealand Shipping Company, Ltd., about April 20.

TO EASTERN AND FAR EASTERN PORTS.—*Hellenes*, Houston Line, about April 20.

TO SOUTH AFRICA.—*Fantae*, Elder-Dempster & Co., about April 20.

From Vancouver, B.C.

TO SYDNEY AND MELBOURNE.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUCKLAND, WELLINGTON, AND LYTTELTON.—*Canadian Winner*, Canadian Government Merchant Marine, Ltd., about April 15.

TO SINGAPORE, COLOMBO, AND BOMBAY.—*Canadian Traveller*, Canadian Government Merchant Marine, Ltd., about March 30.

TO SINGAPORE AND CALCUTTA.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about May 10.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Statesman*, Harrison Direct Line, about April 11; *Centurion*, Harrison Direct Line, about May 22.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUSTRALIA AND NEW ZEALAND.—*Waihemo*, Canadian-Australasian Royal Mail Line, about April 10.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about April 28.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about April 19.

FUNDING OF AUSTRALIAN WAR DEBT TO GREAT BRITAIN

Mr. C. Hartlett, office of the Canadian Trade Commissioner at Melbourne, writes under date February 21, 1921:—

Arrangements have been made between the Commonwealth and Imperial Governments for the funding of the whole of Commonwealth debt to Great Britain covering loans and expenses incidental to Australia's participation in the war.

The sum involved is about £92,000,000, which includes £49,000,000 of loans obtained at different times for war purposes and which were redeemable at various dates from 1925 to 1947, bearing interest at from $3\frac{1}{2}$ to 5 per cent. In addition, a sum of nearly £43,000,000 unfunded debt has been arranged for which was owing the Imperial Government for the maintenance of troops abroad, and for naval and transport services.

Under the new arrangement 6 per cent interest on the whole is to be paid, which will cover interest and principle and provide for the extinction of the debt in 37 years. The amount to be paid annually under the scheme is £5,520,000, and the Commonwealth will thus be relieved from the necessity of floating loans at possibly higher rates to liquidate the indebtedness.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA



Luderitzbucht, Protectorate of Southwest Africa. (See page 555.)

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(Minister of Trade and Commerce)

OTTAWA
THOMAS MULVEY
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, April 4, 1921

No. 896

INDIA AND THE MIDDLE EAST AS A MARKET FOR MACHINERY AND PARTS AND MILL STORES

H. R. POUSSETTE, DIRECTOR, COMMERCIAL INTELLIGENCE SERVICE

[This is the fifth of the series of articles on the Markets of India and the Middle East. The first article dealt with Provisions and appeared in No. 892; the second discussed the market for Wood and Timber and Paper and appeared in No. 893; the third, which was on Agricultural Machinery, was published in No. 894; and the fourth, on Iron and Steel Products, appeared in the last issue, No. 895.]

[It should be noted that the nominal value of the rupee is now 2 shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. to 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000 rupees, and is written 1,00,000; a crore equals 100 lacs. In India the rupee is divided into 16 annas, and the annas are further subdivided into 4 pice. In Ceylon the rupee is divided decimally.]

MACHINERY AND MILL STORES

A number of the kinds of machinery used in India, such as those for the sugar, tea, rubber, cocoanut, and jute and cotton industries, are presumably not extensively made in Canada, unless it be those employed in cotton mills. The total imports of machinery in the fiscal year 1919-20 amounted to the huge total of over Rs. 9 crores, or roughly £9,000,000, taking the value of the rupee at 2s. (Of this amount about a crore and a quarter was for electrical machinery—generators, alternators, dynamos, motors, transformers, etc.) In addition, the Government imported on their own account machinery and mill work to a value of nearly Rs. 45 lacs.

Great Britain does over half the business in machinery, but the manufacturers of the United States have been successful in working up their trade, which has increased from Rs. 98 lacs in 1917-18 to Rs. 2 crores 80 lacs in 1919-20. In electrical machinery that country heads the list. In spite of the large purchases that are made in the United States, importers expressed themselves as dissatisfied. They complain that the packing is bad, being too light; that the Americans always want cash in advance; and that they do not know how to make out their documents. This last is a complaint very commonly heard, and it is one that Canadian exporters should carefully note.

PRIME MOVERS

It would probably be difficult for Canadian manufacturers of steam engines to establish themselves in the Indian market, as they would have to compete against manufacturers of the United Kingdom who have made for themselves a secure position which they are making strenuous efforts not only to hold but to improve upon. Some of them have opened offices in India, and consequently are very advantageously placed to take care of the trade. If Canadian manufacturers have had any idea of competing for this business, it would probably be better for them to relinquish it, unless they are at least prepared to send a representative over to study the market, and probably later on to open offices. As can be seen by the figures, the imports are large, amounting in 1919-20 to Rs. 71 lacs. These are considerably below

the returns for 1913-14, which can hardly be considered as the high-water mark, for there is every reason to believe they will in the near future be far exceeded. The imports for 1918-19 were valued at Rs. 25 lacs, and those for the preceding fiscal year Rs. 28 lacs. Those for the months of April and May, 1920-21, were valued at Rs. 22 lacs, which is almost equal to the total for the whole of 1918-19.

Steam engines supplied in this market are of all sizes, from the large ones used in the textile mills to those of low power employed in the small factories, in the latter of which there is a very good demand for 10- to 15-horsepower horizontal type.

BOILERS

Boilers are almost entirely of British origin. Up to recently they have been principally of the Lancashire type, although Cornish have found a certain amount of favour, but to nothing like the same extent. The Lancashire boiler is now meeting strong competition from the Babcock and Wilcox type of water-tube boiler, which is coming into increasing use.

The boiler trade would probably be a difficult one for Canadians to enter, owing to the fact that most of the industrialists of this country are either English or Scots, who are thoroughly imbued with the idea that there are no boilers like those of the Old Country. Owing to the fact that native labour is employed in the furnace rooms, it is essential that boilers should be absolutely reliable, and this accounts for the preference shown by the importers for firms which they know in the United Kingdom. As far as could be ascertained, very few American boilers are used in India; and it is unlikely that any of the British industrial firms would purchase them if they could possibly secure an English make. What has been stated is not intended to discourage Canadian manufacturers who would like to establish themselves in the Indian market from making an attempt, and it can at least be said with confidence that they would have a better chance of success than their competitors from across the line.

MINING MACHINERY

The imports of mining machinery can hardly be considered large, only amounting to Rs. 15½ lacs for the year ended March 31, 1920, and for April and May, 1920, to a little over Rs. 1 lac. Probably the largest mining industry in India is coal. Next to that comes lead, which is principally mined in Burma. Whatever may have been the practice in the past, the present tendency in Indian mines is to install the latest machinery, as even with cheap labour this is found to be economical. An instance was given to the writer in which two electrical coal cutters had been installed in a mine, and it was said that they were such an improvement on the old methods that they were able to keep up a greater supply of coal than with the old transportation equipment could be hauled away.

PAPER-MAKING MACHINERY

In view of the fact that Canada has had a great and growing experience in paper and pulp making, and that the necessary machinery is now being manufactured in the Dominion for these processes, it is possible that a portion of the imports of India in paper-making machinery might be secured by Canadian firms.

Paper is made in India from imported pulp, and from native grasses, and at the present time large expectations have been founded on its prospective manufacture from bamboo. If this experiment proves to be the success which is anticipated, it would probably lead to a tremendous expansion in the manufacture of paper in that country. In view of this, it is highly advisable that Canadian manufacturers of paper-making machinery, should keep in close touch with developments in the Indian market.

RICE AND FLOUR MILLING MACHINERY

Rice and flour milling machinery forms an entry in the import returns of India in which Canadian manufacturers should be interested—at least in the latter.

Milling machinery is one the demand for which will probably grow to a considerable extent, the tendency being as far as possible, to manufacture raw products in the country. Considering that India is one of the greatest wheat producers in the world, it does seem extraordinary that the flour-milling industry has not attained to greater dimensions. The imports of this class of machinery in 1919-20 were about Rs. 12 lacs, as against Rs. 16 lacs in 1913-14. The imports for the first two months, April and May, of the fiscal year 1920-21, amounted to a little over Rs. 2 lacs. It may be thought that the machinery used in Canada would be too modern for India, on the assumption that it must necessarily be too complicated for Indian machinists. This is a fallacy.

SAW-MILLING AND WOOD-WORKING MACHINERY

There is a considerable business done in saw-milling machinery both for large and small plants. Considering the amount of this class of machinery which is produced in Canada, it should be possible to secure some of the orders which are going from India. In Rangoon it was stated that large timber firms preferred to do their own importing of machinery, consequently the most simple way to deal with them would be to get into touch with their London offices. One large firm in that port stated that they had a representative over in California studying the saw-milling methods in that State. An importer in Burma was of the opinion that it would pay Canadian manufacturers to open their own offices in India, but whether this advice was sound it is difficult at the moment to say. But certainly, in view of the immense forest resources not only of India including Burma, but also of Ceylon, Malaya, and the Netherlands East Indies, a Canadian firm would be fully justified in giving the closest attention to the suggestion. If it might not pay one firm, it might pay a group of manufacturers of saw-milling and wood-working machinery, saws, etc., to combine and open an office in India, to take care of the whole business of the Middle East. In any case it may be stated that the imports of this class of goods are considerable, and it is practically certain that they will continue to increase.

At the present time the machines in use are not nearly so up-to-date or so efficient as those employed in the big lumber mills in the Dominion. Installation at the moment of modern machinery might not pay on account of the unadaptability of the labour employed. It is more than likely, however, that it will gradually come into use.

It is extraordinary to observe the amount of timber which is cut in India by means of the old-fashioned saw-pit and the old-fashioned saw. But labour is cheap, and although the Indian does not work very fast, it must be remembered that he is only paid 6 or 7 annas a day for this class of work. A great amount of the saw-milling machinery is imported from the United Kingdom, and probably most of the saws in use in India were purchased in that country. Circular saws vary in size from 2 feet up to 7 feet.

According to importers there is a steady demand for wood-working machinery from new parts up to complete outfits. Inquiries, it is stated, are being constantly received for panel planers, thicknessing machines, planing machines, small band saws, planing knives, hand-power mortising machines, single and double spindle moulders, combination hand and foot power planing machines, and saw benches, etc.

OIL-DRILLING MACHINERY

As far as can be learned, oil-drilling machinery, which is mostly in use in Burma, originates in the United States. The reason given for this is that the majority of the drillers are American, and want the machinery to which they have been accustomed. The agents for one of the big oil companies in Rangoon stated that they had tried Canadian drilling rigs but did not find them as satisfactory as the American. This is probably, however, largely owing to the fact that the majority of the drillers are from the United States, and are naturally inclined to use American goods.

LAUNDRY MACHINERY

There are no steam laundries in India as far as is known, but they are badly needed. The system of washing clothes in India, is to give them out to a Dhobi, who takes them down to the nearest stream or pond and there soaps them, and beats them with a piece of board or a flat stick, until he considers that they are clean. Another method is to beat the clothes against a large stone. It may be imagined the effect this has on the clothes. This washing of clothes in streams and tanks, as ponds and dams are called, is anything but sanitary, and it does not properly cleanse them. One or two inquiries have been made in regard to laundry machinery, and as it is probably only a question of time when modern steam laundries will be established in the cities of India, it is suggested that Canadian manufacturers put themselves in touch with likely importers.

OIL AND PETROL ENGINES

In some parts of India, particularly Bombay and Madras, there is a good demand for small crude oil and kerosene engines, particularly the latter, for irrigation purposes. The kerosene engine is most suitable to the country, as coal oil is obtainable in every town and village, whereas crude oil and petrol are difficult to purchase. If a wider use of small-powered irrigation plants were made, it would probably have an incalculable effect upon the prosperity of the country. In kerosene oil engines, the demand is for those which are suitable for a low-grade kerosene oil, as the Burma product is probably one-third lower than the United States standard, and for brake horsepower varying between 5 and 15. For crude oil engines inquiries are anything from 2 to 80 horse-power, depending on the requirements. One importer stated that he was interested in crude oil engines from 1 to 4 horse-power required for irrigation purposes, and another was on the look-out for one from 15 to 80 horse-power, which would be sold to rice mills, seed mills, and small factories.

CONCRETE MIXERS

Concrete mixers have apparently been in very little use in India, but judging from conversations with many importers, interest seems to have been aroused, and it is likely that the market for these machines will show a considerable increase. Heretofore concrete has been mixed either by hand, or by cattle. Indian contractors are very conservative, and are loath to adopt anything new, but the efficiency and labour-saving power of the mixers is now being demonstrated, and it is likely that they will supersede the old methods. Where concrete mixers are in use, it was noted that the full economic benefit is not obtained. For instance, on a building near Calcutta, the concrete after being mixed, was carried away in small baskets by coolies, where a simple carrying device could easily have been installed. But that is characteristic of India all over. An enormous amount of building however, must be undertaken in the near future, and as concrete is being largely used, it is certain to lead to an increased demand for mixing machines.

ROAD ROLLERS

As the Indian Government maintains a system of trunk roads, road rollers are necessary in their construction and maintenance, and they are also largely used in cities. British road rollers appear to be in general use. This is no doubt due to the fact that British manufactures are better known than any others in this market, and that they are purchased by Englishmen. Although Canadian products are not British in the ordinary acceptance of the word, nevertheless the mere fact that Canada is part of the British Empire will give Canadian machinery an advantage over that of any country outside, all things being equal. As the market is a considerable one and likely to grow, Canadian firms would be well advised to make every effort to secure a share of the trade not only in India but throughout the Middle East, where it may be said that a bad main road is the exception.

SEWING MACHINES

Although the statistics give no indication, there is not much doubt that the great majority of the sewing machines imported into India are made in the United States. This is no doubt largely owing to the wonderful enterprise shown by one of their most progressive companies. The imports for the fiscal year 1919-20 reached nearly Rs. 55 lacs, disclosing business of considerable importance, and for the first two months of 1920-21 they amounted to nearly Rs. 13½ lacs. An enormous number of sewing machines are in use in India.

COTTON AND JUTE MACHINERY

As it is not likely that Canadian manufacturers are yet in a position to be interested in cotton, jute, sugar, or tea estate machinery, which are mostly imported from the United Kingdom, very little time has been spent on its consideration. Owing to the war, American manufacturers were able to compete in this business, and in spite of the reputation of British machinery, it is not unlikely that they will be able to retain a substantial portion of the trade.

It has been reported that one of the larger firms of managing agents in Calcutta intend to manufacture all classes of machinery supplies for jute mills, but as far as can be ascertained they are not doing anything more at present than meet the requirements of their own industries. A company has been formed in affiliation with one of the largest manufacturers of industrial machinery in the United Kingdom, which will erect a large plant in Bengal, for the purpose apparently of not only making machinery parts, but machines themselves.

MACHINE TOOLS

As Canada is now producing an excellent class of machine tool, it should be possible for our manufacturers to compete in this market. Machine tools are being imported from the United Kingdom, the United States, and to a certain extent from France, and from Scandinavia. The machine tools imported are of the ordinary kinds such as lathes, high-speed drilling machines, wall-drilling machines, bench drills, etc. It is thought by some that India should be able to manufacture her own machine tools, and in support of this view, it is stated that certain kinds were made during the war in local engineering works. If the full facts were known however, it would probably be found that the attempt was not very successful from the point of view of economy, if indeed the quality was all that could be desired. It is one thing to manufacture an article when cost is not the determining factor, and another when it is. There is perhaps not at present a sufficient demand in India for machine tools to warrant the erection of a modern plant.

SPLIT PULLEYS

There is a considerable demand in India for split pulleys, practically all of which are made of iron, cast or wrought, and of steel. It is impossible to say what the imports are, but they must be of considerable value, owing to the large number of jute and cotton mills, engineering works, and the tea, rubber, sugar and other factories. Split pulleys are imported both from the United Kingdom and the United States. At present they are also made in India to a very limited extent, but it is hardly likely that the local product will in the near future enter into serious competition. While the old split wood pulley may be used, it is not considered suitable to the Indian climate, as it is inclined to warp.

CRUCIBLES

As far as could be ascertained crucibles are entirely imported from the United Kingdom, and particularly from one very well known firm.

TYPEWRITERS

The sale of typewriters must be largely on the increase, to judge by the signs, as they are used everywhere in India. In 1913-14 the imports amounted to something over Rs. 11 lacs, whereas for year ended March 31, 1920, the figures had increased to over Rs. 18 lacs. The business is almost entirely in the hands of American manufacturers, and undoubtedly the enterprise of two or three of these firms deserves success. They not only widely advertise but practise the most aggressive methods. One or two of them have opened typewriting schools, which are not only of great service to the country, but form excellent media for advertising their goods.

It is satisfactory to note that one Canadian machine is quite well-known on the Indian market. From the observations of the agents, it should not be difficult to increase the sales beyond their present volume, the machine being well-liked and filling a certain want. Further, the fact that it is manufactured in Canada is not without its business value, especially where such a type of machine is required for Government offices.

CASH REGISTERS

Cash registers are not extensively used, although, like most modern improvements, they will no doubt be adopted in time.

TWIST DRILLS

There is a good demand in India for twist drills, and as far as can be gathered the business seems to be fairly well divided between the United Kingdom and the United States. Twist drills are made by several manufacturers in Canada, who should be able to compete in this market quite easily, indeed they are probably already finding their way out through New York commission houses.

PUMPS

The market in India for all classes of pumps can be considered good, both for power and hand. This business is likely to increase owing to their extensive use for irrigation purposes, small pumps suitable for connecting to low-powered kerosene engines being in considerable demand. One importer mentioned that he had sent an order to Canada for this class of pump, but although it had gone in many months before, he had heard nothing further of it. In view of the fact that irrigation plays an enormous part in the agricultural life of the country, and that about 30 per cent of it is done from wells, there should in time be a huge sale for small pumping plants. If the ryots could be assisted in the purchase of cheap plants either through co-operation or by some other means, the market would at once expand. The appliances at present in use for lifting water from wells are about as primitive as it is possible to imagine, and probably the type has not changed in the last two thousand years. Not only would power enable the ryot to perform his irrigation more easily, but it would save the heavy strain that this labour imposes upon his cattle, at a time when it is required for other purposes.

ABRASIVES

Abrasives of most kinds are used in India in the mills and engineering shops, and considerable quantities of carborundum and emery wheels are imported, from both the United Kingdom and the United States. As this class of material is very well made in Canada, it should be a simple matter for manufacturers to get into the trade.

BELTING

The total imports of belting in the fiscal year 1919-20 amounted to a little over Rs. 54 lacs, which shows a considerable decrease over the two previous years. The

reason for the decrease is probably that a good deal of hair and leather belting is manufactured in the country. According to information from one of the largest groups of jute mills, the former is extremely satisfactory and is used entirely in spinning sheds. The same firm stated that leather belting, which they use altogether in weaving sheds, is entirely of British manufacture. While they had perfect confidence in the locally made hair belting, this does not appear to extend to the Indian leather belting.

Although the output of leather and hair belting in India may continue to increase, nevertheless with the expansion of the market the demand for the foreign made goods will probably continue over many years, so that the trade is well worth the consideration of manufacturers.

BOBBINS

There is a very large trade in bobbins, shuttles, and plane tree rollers for use in the textile mills. The imports of bobbins for the fiscal year ending March, 1920, amounted to Rs. 38,79,920, and for shuttles to Rs. 9,21,460. During the war bobbins were largely imported from Japan. Although the earlier deliveries were of excellent quality, they later deteriorated very much and the Indian mills were only too glad to return to the British product when that country once more came into the market. At the present time practically all the bobbins, shuttles, and plane tree rollers are being imported from the United Kingdom. During the war a certain number of bobbins were imported from Boston, Mass. One large importer thought that Canada should be able to compete in this trade, and stated that he would be glad to hear from any of her manufacturers interested in the market.

DROP FORGINGS

There is a very good demand in India for drop forgings in the form of spanners, etc. Apparently the United States have the greater share of this business. Drop forgings are also made in engineering shops in India, but as far as observation went the quantities are not large.

VALVES, TAPS, COCKS, ETC.

The trade in valves, taps, cocks, etc., is a satisfactory one. Although brass goods of this class are now being made in the country, the bulk of the articles used are imported, and very largely from the United States. The opinions expressed by importers in regard to the local articles were that in normal times, and with exchange at or about par value, they would not be able to compete with consignments from overseas.

FORGES

There is a fair demand for portable forges. The trade seems to be fairly evenly divided between the British and the American types, according to the preference of the importer.

Musical Instruments

PIANOS

The imports of musical instruments of all kinds in the fiscal year 1919-20 were valued at Rs. 11 lacs—about the same as for 1917-18, but about 25 per cent below 1918-19. Canada should be in a good position to compete for the piano trade in the Indian market. At the same time it must be definitely understood that only a piano specially made for the tropics will have the slightest chance of success. While a trial order might be given for an ordinary piano, it can be taken as certain that unless it be made according to the specifications given below, there will be no repeat order.

Pianos are being imported from the United Kingdom and the United States and Germany will of a surety shortly be in the market again. The purchasers of pianos in India are almost entirely made up of Europeans and Anglo-Indians, as the natives themselves as a rule only go in for an instrument, which by some is called a harmonium, and by others a hero flute. The following are two specifications for pianos which were given by firms in separate parts of the Middle East:—

Specification No. 1

“Case.—Must be made of solid wood as veneer will peel. Teak is preferred owing to its lightness and strength, but primarily because it is the only wood that successfully resists dry rot and white ants. The latter bore through into any other variety of wood and quickly destroy it.

“Polish.—French is preferred although tough varnish would probably do. Black and dark shades of mahogany are usually preferred, although a natural or waxed finish might be acceptable.

“Construction.—Back posts, frame and wrest plank should be built as nearly as possible integral, that is, blocks should not be used between the posts but rather have the top and bottom planks mortised for the posts to dovetail into. Usual construction but all ribs should be screwed or doweled on, and sound-board should have a cap screwed around edge on top side reinforcing the glue holding same in place. Bolts for plate should go right through the top and bottom of the piano, and be secured with a nut on back. If this is not done the parts will pull away. Most people prefer a wire gauze on the back as it keeps out the numerous insects with which the country abounds.

“Strings.—It is imperatively necessary, owing to the humidity of the atmosphere, that the strings should be copper-plated. The best steel wire rusts very quickly. Brass strings must in all cases be copper wound. The less felt that is used for insulating the strings the better, as it holds the moisture and is the cause of string breaking. There are some pianos made locally in which felt is entirely eliminated but do not think they are common; these were specially designed. If not possible to dispense with an insulator, try a light lead foil.

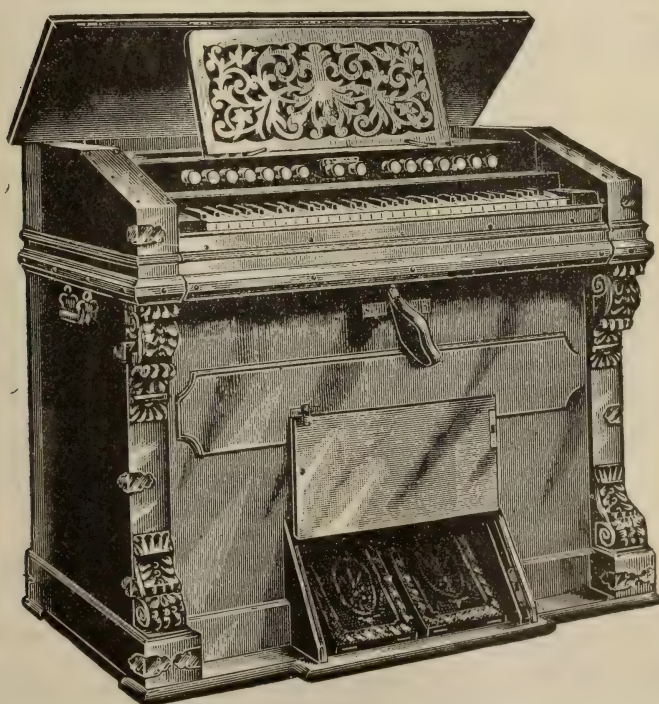
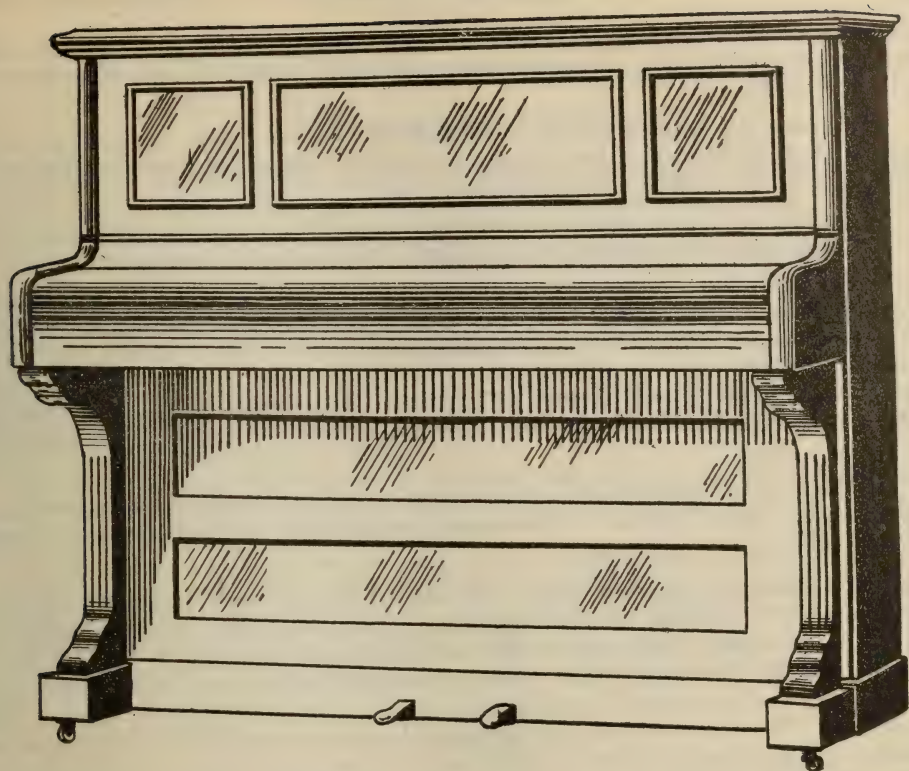
“Tuning pins.—These should not fit too tightly as the wrest plank will be bound to swell considerably.

“Keys and action.—Celluloid has been found to be the most satisfactory. It is put on in one piece, head, tail and front and brought over top of key and held in place at back end in a similar manner. In this way the top front edge of key is rounded and there is no overhang or flange to catch the clothes and eventually be ripped off. Buttons must also be secured with brads. All felt on the action should be secured in a similar manner to the felt on the hammer heads. Centres should be loose. Springs should as far as possible be made rust-proof, and particular attention should be paid to black leading and soap stoning jacks and butts. Dowel actions are much preferred to abstract actions as there are less joints to give trouble. All wood should be thoroughly seasoned but not too thoroughly kiln-dried as the excess of moisture at certain periods causes the wood to swell exceedingly. In many foreign-made instruments $\frac{1}{4}$ -inch to the foot is allowed. The glued portions should be reinforced wherever possible with screws or dowels. This is absolutely essential if the instrument is to remain intact for any length of time.”

Specification No. 2

“Instrument.—The instrument must have a complete iron frame, perfected overstrung scale, with bushed wrist pin-holes.

“The iron frame will be bolted with bolts and nuts and a metal clip on back. The bracings to run from extreme bottom to top so as to be clamped between iron



frame and metal clip at top with the bolts. The sounding board and bars well glued and screwed, small blocks on tails of bars with screw passing through from front of S.B. into blocks.

"Action.—All hammer felts to be riveted; all dampers, checks and heathers notch and jack felts to be sewn. Metal flanges (if possible with easing screws as Bluchner), soft pedal, half blow action, and sustaining pedal.

"Keys.—Key to be covered with celluloid, in one piece and pinned front and back. Key chasing pinned, if carriage or pilot blocks to be screwed, sharps to be screwed.

"Case.—Solid mahogany ends in one piece, also top and fall. Dimensions: height, 4 feet, 2 inches; width, 4 feet 8 inches; depth, 2 feet 4 inches. All mouldings to be well screwed. Brass screws to be used throughout in case. The back will have metal gauze. The pedals will be mouseproof. The bottom to be perfectly closed. Strong casters to be fitted. Back slips to be polished. Ends and tops should be screwed with not larger than $\frac{1}{2}$ -inch headed cross screws, oval heads preferred. Slightly counter-sunk, *no washers.*

"Player action.—88 notes to take standardized rolls; purses on pulls to be of thin leather—thin brown leather. Pneumatics covered with best rubber cloth. Linen covered rubber pipes and leads."

As both British and American firms are willing to make pianos as they are specified for by importers in the Middle East, it is very essential that Canadians should do the same. Such pianos could not only be sold throughout India, Ceylon, Malaya, and the Netherlands East Indies, but would also be perfectly suitable for the West Indies and the tropical countries bordering on the Caribbean Sea and the Gulf of Mexico. One importer stated that he would be very pleased to hear from Canadian makers, and glad to give them an opportunity to compete. It is said in India that pianos do not stand the climate of the tropics at all well, whereas in the case of organs the contrary is the case, the latter seeming to be little affected by either heat or cold, dryness or moisture. It is most important that the wood used in pianos should not be veneered. With regard to price, the demand is for a cheap-to-medium grade.

PIANO PLAYERS

There is a fair sale for players of which dealers specified that they shall have 88 notes to take standardized rolls.

ORGANS

The organs usually sold in this country are of a cottage model, and should range in price from £40 to £70 f.o.b. steamer. The demand is not large, and is chiefly confined to churches and missions, although a few also are taken on private account. The imports are practically entirely from the United States. The manufacturers of that country are very enterprising in the manner in which they keep importers supplied with catalogues and other literature. As Canadian manufacturers can compete with those of the United States in other parts of the world, they should have no difficulty in doing so in India, although as already indicated they must not expect to find a large market.

OTHER MUSICAL INSTRUMENTS

There is a very good sale for gramophones and for gramophone records. One American firm are making song records in this country in the vernacular, but the ordinary record is imported.

Illustrations are given on the preceding page of an upright piano and an organ, both of which are said to be popular in the Indian market.

CONDITION OF CANNED SALMON MARKET IN GREAT BRITAIN

TRADE COMMISSIONER J. E. RAY

Manchester, March 7, 1921.—The British Government having revoked the Canned Salmon Prices Order (1920), it has been considered an opportune time by the writer to investigate the condition of the market for the benefit of Canadian canners.

As the result of interviews with a number of importers in Manchester, it is learned that the sales of canned salmon recently have been much below the normal, and there is much doubt regarding the possibility of a revival in consumption. The diminished sales are due to several causes, among them being the large stocks still on hand, the general slump in trade which has caused widespread unemployment, thus reducing the purchasing power of the people, and the high prices still ruling owing to the reluctance of retailers to forego the large profits to which they have been accustomed during recent years.

The view was expressed by some of the firms interviewed that after Easter there should be a fair demand for best red Fraser, but it will have to be offered at much lower prices than those at present ruling.

Alaska red talls fell last week to 65s.; other brands were from 75s. to 80s. per case. Finest red sockeye halves are quiet in demand, with prices ruling from 100s. to 108s. Medium red and pink are dragging at irregular prices. Cases of halves (8 dozen), middle cut, are offering at 120s. A big drop in prices is anticipated during the summer months. A few retailers are endeavouring to increase the demand by slightly lowering prices.

BRITISH IMPORTS

Some idea of the consumption of canned salmon in the United Kingdom may be gathered from the following schedules:—

Countries	1913 Cwt.	1914 Cwt.	1915 Cwt.	1916 Cwt.
United States.. . . .	265,817	510,338	555,524	850,745
Canada.. . . .	275,362	352,177	687,171	479,364
Total from all sources.. . . .	600,560	883,170	1,014,102	1,395,291
	1917 Cwt.	1918 Cwt.	1919 Cwt.	1920 Cwt.
United States.. . . .	342,779	329,334	475,865	102,328
Canada.. . . .	221,164	181,338	487,402	164,340
Total from all sources.. . . .		689,373	1,139,642	924,566

A noticeable feature in connection with the imports is the progress made by Japan in her sales to the United Kingdom, which advanced from 28,925 cwt. in 1913 to 167,539 cwt. in 1919. The quantity imported from that source in 1920 is not stated in the Board of Trade returns, but it appears to have been larger than in the previous year, judged by the total imports from other than the chief sources (Canada and the United States), which were 657,868 cwt., compared with 422,013 cwt. in 1919, or 597,352 cwt. greater than in 1913.

AUSTRALIAN EXCHANGE SITUATION

In reply to an inquiry as to the possibility of obtaining payment for bills drawn against Canadian shipments to Australia, Trade Commissioner Ross, under date of April 1, cabled as follows: "Difficulty arises from scarcity London credits. Banks here freely offering three per cent for London funds without substantial responses. Until exchange improves unable to suggest anything. Position much easier than three months ago and prospects improving. Some comparatively small letters of credit are being established for absolute requirements."

BRITISH INDUSTRIES FAIR AT GLASGOW

TRADE COMMISSIONER GORDON B. JOHNSON

Glasgow, March 9, 1921.—On Monday, February 28, was opened the British Industries Fair at the Kelvin Hall, Glasgow. It will close on Friday, March 11. It differs from the show of last year in that it opens a week later than the sections at London and Birmingham, enabling potential buyers to call at the three sections without undue haste. On the other hand the exhibits are of a different character, and appeal to a different class of buyer and exporter from those who are patronizing the other two shows.

The Kelvin Hall is the largest hall of its kind in the United Kingdom, and a few weeks ago housed the exhibits of the interesting and successful motor car show.

This exhibition is devoted mainly to textiles, chemicals, dyes and foodstuffs—industries which are particularly important to Glasgow and the west of Scotland and to the borders. The display of textiles is especially good.

The Canadian Pacific Railway Company have a stand in which are exhibited specimens of minerals, cereals, grasses, lumber, fish, etc., and a collection of coloured transparencies of Canadian life and scenery. A most interesting feature is a large illuminated map of the Dominion, on which is shown all the railways and principal natural resources of the country by means of small coloured electric lamps. By means of a series of push-buttons, the locations of resources in which a visitor is interested may be shown in relief to the exclusion of others,—a very striking advertisement.

Specimens of all kinds of Scottish textiles and from all parts of Great Britain may be seen in abundance. There is a marked fashionable demand for Scotch tweed suits, overcoats and ladies' costumes, and for the first time the public are protected against imitations, often of inferior quality, formerly sold as Scottish woollens. Imitations sold under false descriptions as genuine Scottish woollens had for years injured the manufacturers of the genuine article, and within the past few months a barefaced attempt to unload in this country a German product described as Scotch tweed has been uncovered. This attempt was frustrated by the possibility of identifying genuine Scotch tweeds by the trade mark of the Scottish Woollen Trade Mark Association. This association guarantees both purity and place of origin, but does not sell or control prices.

There are exhibits of "Blighty" tweeds made by a company formed in 1916 to give employment to partially disabled returned service men. The industry is self-supporting and is in no sense a charity. In knit goods it is interesting to note the new purposes to which such articles may be applied, such as sports coats, costumes and gowns. Trade in knit goods and hosiery is improving slowly and indications point to an early revival.

In cotton goods there is an extensive range of exhibits. Cotton goods can now be bought at prices ranging from 15 to 40 per cent below the high levels touched six months ago. In wools the present prices are 30 to 60 per cent below.

In the chemical and dye trades business is almost at a standstill. Consumers are buying on a hand-to-mouth basis owing to the unsatisfactory outlook in the majority of industries. The high rate of exchange in France, Italy, and the Balkan States prevents a large trade intercourse. Such trade as exists abroad is handicapped by German and Belgian competition, the low value of whose exchange allows them to quote at a much lower figure than British manufacturers. In chemicals one of the chief exhibitors is the Chemical Works Department of the Corporation of Glasgow, who are manufacturers of such tar and ammonia products as benzol, refined naphtha, fuel oils, refined tars for roadmaking, etc. In the old days, before the possibilities of such by-products as gas manufacture, with which Glasgow is largely lighted, were understood, such materials went largely to waste.

THE DOMINIONS TOURING EXHIBITION

TRADE COMMISSIONER GORDON B. JOHNSON

Glasgow, March 9, 1921.—One of the booths at the British Industries Fair in this city is occupied as an office by officials of the Department of Overseas Trade, of which Sir Hamar Greenwood was formerly the head. The official in charge informed the present writer that a Dominions Touring Exhibition, now in course of organization, is to set out for South Africa, New Zealand, Australia and Canada in July of this year, probably not reaching Vancouver for eighteen months. In Canada the exhibition, which it is hoped will be truly representative of British industries, will be shown at Vancouver, Winnipeg, Toronto, Montreal, and Halifax. Such an exhibition can hardly fail to be fruitful of good results, and lead to increased commercial intercourse between Great Britain and the Dominion. It is to the interest of Canadians, not only consumers, but producers and manufacturers as well, for the Canadian people to purchase in Great Britain their requirements which cannot be produced in Canada, rather than add to the lack of balance in trade with the United States by continuing to buy from that country in such enormous quantities. After all, we might better have the goods we need which have the well-deserved reputation for quality and wear that goods produced in Great Britain enjoy. Any encouragement which can be given to such an exhibition as the Dominions Touring Exhibition of British Products—anything which will propagate a desire in Canada to buy products from Great Britain rather than from the United States—is good for Canada in many ways.

THE UNBALANCED EXCHANGE

Last year Canadian purchases from the United States were close upon \$100 per head of every man, woman and child in Canada. United States purchases from Canada during the same period were about \$5 or \$6 per head of population in the United States. Little wonder that the Canadian dollar remains at a discount of from 10 per cent to 18 per cent. Such an unequal, unbalanced state of trade between two countries could produce no other result than an unfavourable rate of exchange. Immense purchases from the United States of raw and partly-manufactured goods are necessary and unavoidable to keep many Canadian industries going, and such a rate of exchange prevents these industries from producing goods at a cost to enable them to meet competition in the markets of the world. There is all the more need, therefore, on this account alone, for Canada to place orders in Great Britain rather than across the border wherever possible, and reduce or eliminate the discount on Canadian funds in the United States.

On the other hand, trade with the United Kingdom is unbalanced in the opposite direction. Canadian sales to the United Kingdom are immensely greater than purchases from that country. This unbalanced trade again is reflected in sterling exchange with Canada, which is at a discount. Furthermore, Canadian producers are perturbed at the falling off in export orders to the United Kingdom since the feverish activity following the armistice slowed down. One of the principal reasons for this falling-off is the high cost of Canadian products in the British market owing to the high cost of the Canadian dollar in sterling currency.

THE REMEDY FOR THE EXCHANGE SITUATION

Well, an effective single remedy for both diseases is in the hands of the people of Canada. The only difficulty is to persuade them of the necessity of administering the remedy, or to believe that it will cure, or at any rate alleviate, both diseases.

The adverse rate of exchange with the United States on the one hand, involving a tremendous increase in the cost of production in the numerous Canadian industries which have to buy or do buy materials in the United States, thereby putting them out

of count for overseas trade; and on the other hand unfavourable sterling exchange with Canada thereby reducing Canadian export trade to the United Kingdom to a minimum—both troubles can be cured or largely alleviated by Canadians turning their attention and opening their purses more and more to the products of the Old Country.

It is for these reasons that the attention of the buying public and the importers in Canada should be directed to exhibitions of British goods such as the British Industries Fair and the Dominions Touring Exhibition.

AUSTRALIAN TRADE FOR CALENDAR YEAR 1920

TRADE COMMISSIONER D. H. ROSS

Melbourne, Australia, February 21, 1921.—The unrevised trade returns of the Commonwealth for the calendar year 1920 are rather illuminative in their bearing upon the stringent financial conditions which in recent months have become more accentuated in Australia. The appended figures illustrate the position:—

Imports from January to June, 1920..	£59,522,871
Imports from July to December, 1920..	87,691,247
Total imports, 1920 (including £55,632 gold)..	<u>£147,214,118</u>
Exports from January to June, 1920..	£ 79,376,304
Exports from July to December, 1920..	61,461,867
Total exports, 1920 (including £4,305,896 gold)..	<u>£140,838,171</u>

The value of the importations exceeded that of the exports for the year by £6,375,947.

The most marked feature in the returns is the pronounced excess of imports for the six-months' period (July to December) 1920 over the corresponding period of the previous year:—

Imports from July to December, 1920..	£87,691,247
Imports from July to December, 1919..	38,464,405
Increased importations six months of 1920..	<u>£49,226,842</u>

In recent reports it was emphasized that orders placed by Australian buyers during the period of the war, and after the Armistice, had accumulated in oversea countries and the goods were manufactured and shipped within a comparatively brief period, hence—as demonstrated in the trade returns—depleting the funds of the Australian banks in London which had negotiated the payment of the covering drafts.

SIX MONTHS' TRADE TO DECEMBER, 1920

The trading situation became pronounced in the second six-months' period of 1920 (i.e. the first six months of the current fiscal year), when the imports into Australia exceeded those for the previous period in 1919 by no less than £49,226,842. Inversely, exports of Australian products decreased by £10,836,406, so that the adverse trading balance, as compared with the same period in 1919, aggregated the formidable figure of £60,063,248.

The unfavourable trading situation has been the chief factor in curtailing the resources of Australian banks in London and making it practically possible to furnish importers with purchasing credits. These conditions are likely to continue for some time, but the position should be materially relieved when this season's exports are realized upon in London and other oversea markets.

INCREASES AND DECREASES IN IMPORTS AND EXPORTS

For the six months ended on December 31, 1920, the large increases in the imports were chiefly in sugar (£1,217,405); spirits (£601,957); woollen yarn (£483,986); apparel (£3,465,089); textiles (£16,647,451); bags and sacks (£2,847,167); oils, fats, and waxes (£1,933,704); implements and machinery (£7,571,286); rubber manufactures (£563,742); lumber (£2,047,583); paper and stationery (£2,252,095); china-ware, glassware, etc. (£1,095,803); jewellery and fancy goods (£861,438); drugs and chemicals (£1,769,892); and musical instruments (£288,126).

In the exports, wool, live animals, butter, fruit, copra, coal, and copper showed substantial increases, but there was a marked decline in hides and skins, leather, tallow, meats, lead, wheat and flour.

A table giving the values of the principal articles imported into and exported from Australia during the first six months (i.e. July to December) of the fiscal years 1919-20 and 1920-21 is on file at the Department of Trade and Commerce, Ottawa, and may be consulted on application, quoting file No. T.C.-2-101.

THE AUSTRALIAN SALT INDUSTRY

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, February 21, 1921.—As a number of inquiries have been received at this office from Canadian manufacturers of salt with reference to the possibility of marketing their products in Australia, the following particulars of the Australian salt industry are submitted for general information.

There are immense supplies of salt available in the state of South Australia, and also large deposits in the state of Victoria, part only of which are being worked. The salt is obtained from salt lakes, from the beds of which it is simply scraped in summer-time and carted to refineries. The present production in South Australia is authoritatively reported to be over 100,000 tons per annum, and in Victoria about 60,000 tons. These yields can be increased at any time should the demand warrant it. During the year 1918-19 the exportations of ordinary salt from Australia amounted to 12,839 tons, valued at £79,197, of which 11,455 tons, valued at £71,760, were shipped to the United Kingdom, the balance going to Fiji and other Pacific islands.

Glauber's salts, of local production, is now for sale at from £9 to £11 (say \$43.80 to \$53.53) per ton of 2,240 pounds, packed in bags of 1 cwt. (112 pounds), delivered in store in Melbourne.

One of the largest distributors recently purchased a large lot (of medical quality) through a broker at £6 (say \$29.20) delivered in Melbourne, but it is recognized that the price was particularly low. A small lot of "Howards" (of English manufacture), and possibly one or two others, is imported by wholesale drug stores for special trade, but the total quantity would not exceed 60 tons per year for the whole of Australia. Salt cake (residue of pans) is procurable at from £1 10s. to £2 (\$7.30 to \$9.73) per ton delivered in Melbourne.

Representatives of some prominent British manufacturers are at present in Australia investigating salt supplies and other conditions with the view of erecting a branch of their English works in Australia, both for the purpose of supplying the Australian market with salt products and for export to other countries.

CUSTOMS DUTIES

Item 88 and 89—	U.K.	General
Salt and table preparations thereof in packages of any description not exceeding 14 lb. net weight, ad valorem.. . . .	20%	30%
Salt—		
a. Brown, light brown, pink or dark red rock, per ton.. . . .	Free	20s.
b. N.E.I., per ton.. . . .	20s.	30s.
Salt cake (Item 276 (A)) ad valorem	15%	25%

Glauber's salts in bulk, however, are classified for duty purposes as "Drugs and Chemicals n.e.i. (including mixtures of chemicals and mixtures of a chemical or chemicals with other substance or substances the chemical portion being of chief value n.e.i.) when not packed for use in the household." Under this heading products of the United Kingdom are admitted free of duty, and 16½ per cent net is levied on importations from all other countries (including Canada). This item is 281 (J) of the present Commonwealth customs tariff.

With the freight rate at present approximating say £5 (or \$24.33) per ton on such a commodity as salt from Canadian ports to Australia, plus the customs duties, it is very doubtful indeed if any market can be found for Canadian products of such character in the Commonwealth.

VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

TRADE COMMISSIONER D. H. ROSS

Melbourne, February 21, 1921.—In sequence to the reports from this office, which appeared in *Weekly Bulletin* Nos. 873 and 883, relative to the large quantity of electrical equipment required by the Victorian Government in its scheme for utilizing the brown coal deposits at Morwell for electrical power, Canadian manufacturers are now advised that tenders for additional equipment are now being called for.

The additional supplies required are briefly described as follows:—

Specification No. 47.—Supply, delivery and testing in every way complete, of plant consisting of 400 ordinary steel street poles, and 200 strain steel poles, to be used to support insulators and conductors for three 3-phase fielder cables (22,000 V.) and two metallic return telephone circuits, as specified.

Specification No. 66.—Supply, delivery and testing in every way complete, of plant consisting of 250 miles of hard drawn copper cable of 0.10 square inch cross-sectioned area, to be used on 3-phase 22,000 volt feeder lines, and 300 MacIntyre sleeves, as specified.

These specifications may now be inspected by interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to File No. 26137), and also at the office of the Canadian Manufacturers' Association, Toronto.

DEPOSITS ON TENDERS PAYABLE IN CANADA

As in the case of previous specifications, to facilitate the interests of Canadian tenderers, the Electricity Commissioners have arranged with the Department of Trade and Commerce, Ottawa, that the amount of each preliminary deposit can be made in Canada. The amount of the deposit is to be paid to the accountant of the Department of Trade and Commerce, Ottawa, and his official receipt only need be forwarded with the tender to Melbourne.

The elimination of the more circuitous method of deposits being sent to Australia, and possibly being returned to Canada, makes the payment in Canada a convenience alike to the Commissioners and tenderers.

Tenders, on the prescribed forms, close at Melbourne on May 31, 1921, and should be addressed to the Secretary of the State Electricity Commission of Victoria, 673 Bourke street, Melbourne, Australia.

Owing to the detention of the Vancouver mail streamers at Sydney, through the protracted marine strike, and the consequent uncertainty of their sailings, it is suggested that tenders should be endorsed via San Francisco, and mailed in Canada in ample time to reach that port on May 2. This mail is due to arrive at Melbourne on May 26, 1921.

SOUTHWEST AFRICA AND PORTUGUESE WEST AFRICA: NEW FIELDS FOR CANADIAN EXPORTS

ASSISTANT TRADE COMMISSIONER P. W. WARD

Protectorate of Southwest Africa

Cape Town, February 16, 1921.—On January 1, 1921, the territory formerly known as German Southwest Africa, and more recently known as the Protectorate of Southwest Africa, was formally proclaimed an integral part of the Union of South Africa, under the jurisdiction of an Administrator appointed by the Union Government.

AREA

This territory has an area of about 322,400 square miles, and is bounded on the north by Angola, on the east by Bechuanaland, and on the south by the Cape Province; while its western border skirts the Atlantic ocean for over 800 miles.

CLIMATE AND POPULATION

With a variable climate, more nearly temperate than tropical, and the presence of malaria in the northern section, the present population consists of about 7,000 white and 70,000 natives; of the white population, 6,000 are of German descent and 1,000 British or British-colonial.

The principal native races are Hottentots, Bergdemaras, Hereros, and Ovambos. The latter are mainly employed on the railways and mines, while the Hottentots, Bergdemaras, and Hereros may be found on the farms and as domestic servants.

RAILWAYS AND HARBOURS

There is a total railway mileage in the Protectorate of 1,417 miles, 968 miles of which are 3-foot 6-inch gauge and the remainder 2-foot gauge. The system is linked up with and the control vested in the administration of the South African Railways, being operated as one with that of the Union Government system.

At present much of the overseas freight for the Protectorate is landed at Cape Town, and under normal conditions would reach Windhuk in from ten to fourteen days. This route is, however, an extremely expensive one and prohibitive to Canadian exporters.

Port accommodation is poor, but capable of expansion and development as traffic increases. Before the war two shipping points were utilized—those of Swakopmund and Luderitzbucht. Walvis Bay, a large and well-sheltered anchorage, which is now the principal port, has only recently been added. Swakopmund to-day is practically dismantled and all former shipping diverted to Walvis Bay. Luderitzbucht—a view of which appears on the front page of this number of the *Weekly Bulletin*—is the terminus of the lower end of the railway and distributes traffic for the southern portion of the territory; steamers require to anchor about a mile from shore and cargo has to be lightered.

Walvis Bay will in future attract the larger portion of the seaborne traffic to the Protectorate. It has a deep-water harbour and sheltered anchorage for a large number of ships; both passengers and cargo can be landed at all times and facilities are ample for the present traffic.

CURRENCY AND BANKING

As under prewar administration, the mark remains the recognized currency among the German population. From 1918 onwards, however, the Windhuk Chamber of Commerce instituted a local rate of exchange beginning at 28.50 marks per pound

sterling in March of that year and rising during the following twelve months to 33.30 per £1. The average rate lately ruling has been about 25 per cent below the exchange rate of the mark in neutral countries.

The depreciated value of the mark, of course, at present allows Germany to land certain of her products at the Protectorate ports at much below the landed cost of goods from the Western Continent. With the appreciation of the mark, however, this disadvantage will tend to disappear, and under more normal conditions Canadian exporters will be in a position to successfully compete for at least a portion of the trade.

Banking is now controlled by the two principal South African banks, who took over the business of the German banks established in the territory prior to the war, and have opened up branches as under:—Standard Bank of South Africa, Limited: Windhuk, Luderitzbucht, Swakopmund, Grootfontein, Otjiwarongo, Okhanja, Omaruru, Ontjo, and Tsumeb. National Bank of South Africa, Limited: Windhuk, Luderitzbucht, Swakopmund, Keetmanshoop, Karibib, Walvis Bay, Usakos, Marienthal.

These institutions are agents for the leading Canadian banks and negotiate the financing of a large amount of Canadian trade with South Africa.

The Deutsche Afrika Bank, with head office in Berlin, still continues to do business in a small way, chiefly for the benefit of the Hamburg shippers, and it is problematical whether it can regain anything like its former volume of trade.

RESOURCES

Briefly mentioned, the resources of the Protectorate may be given as cattle-raising, dairying, and mining, the latter being by far the most promising.

With regard to stock-raising, this will not grow to large proportions while the water problem remains as at present. Boring on a large scale will have to be carried out and cold storage accommodation provided before much progress can be made. With an investment along these lines, however, the industry is capable of extensive development, the general conditions of portions of the country being somewhat similar to those of the Argentine and Australia.

Dairying has progressed to a certain extent and shipments of butter and cheese have been made to other portions of the Union, but the industry can only develop to a limited extent owing to the fact that it must be confined to certain districts.

Under the Union Government farm settlement scheme, it is learned that up to the end of January this year some 400 farms will have been opened up; applications are fairly numerous and settlement is being distributed well over the Protectorate. On many of the farms already allotted water is yet to be found, but the Government is rendering all possible assistance in this direction.

The chief resource of the Protectorate is in its mining, for which there is undoubtedly a future.

In 1913 the total mineral output was valued at \$17,500,000, of which amount no less than \$15,250,000 was in diamonds, the remainder representing almost wholly copper ore and copper matte.

The importance of the diamond industry in this territory may be illustrated from the fact that in 1913 the value of the output represented one-fifth of the world's output figures. During the last two years the chief titles and interests of the diamond mines in the Protectorate have been transferred to one company, known as The Consolidated Diamond Mines of Southwest Africa, Limited, having headquarters at Cape Town, and being controlled largely by South African operators. The diamond fields are all alluvial and situated in the country south of Luderitzbucht. Further development means a settlement in this portion of the territory in an increasing degree.

Copper ore, running as high as 33 per cent of copper and up to 22 per cent of lead, is being mined at five points in the Protectorate. During 1918 the Otavi Mining and Railways Company exported copper and copper ore to a value of nearly \$2,000,000.

Monthly shipments from Otavi are now regularly going forward to Belgium via Walvis Bay. Tin also is increasing in output, while large quantities of white and coloured marble are now being quarried.

The foregoing facts give evidence of possibilities for the future in an increasing population, a market for supplies, and, therefore, an opportunity for Canadian export.

PRESENT AND FUTURE IMPORT TRADE

There is, as yet, no manufacturing within the Protectorate, and little cultivation; almost all the necessities of life have therefore to be imported.

The following are the principal items which Canadian exporters may find a market for in the Protectorate:—

Food products.—Flour, bacon, canned beef, canned salmon, canned fruit, canned vegetables, condensed milk, cheese, biscuits, beer.

Clothing, etc.—Cotton underwear, hosiery (cheap and medium), shirts (working, cheap and medium), ready-made dresses and costumes (cheap and good class), ready-made suits (cheap and good class), caps (cheap for native trade), boots and shoes (cheap and better lines), shirt waists (cheap and better lines), pyjamas, woollen and cotton blankets, linen goods, bedding, travelling rugs.

Furniture and building material.—Household furniture, k.d.s. (cheap and medium lines), wooden bedsteads, portable houses, cement, corrugated iron, fencing wire, tanks (average about 40 cubic feet), patent roofing, beaverboard, pine flooring, building material, timber, varnish, paints, oils, tar.

Agricultural supplies.—Windmills, agricultural implements, fertilizers (superphosphates and basic slag, etc.), fencing wire, fencing posts, hose.

Hardware.—Tools, tubs, twine, tinware, lanterns (storm), lamps (standard and hand), galvanized iron products, plumbers' fittings, bolts and nuts (up to 10 inches), nails (wire), axes (with handles), cutlery.

Miscellaneous.—Paper bags, account books, stationery lines, canvas goods (tents, wagon covers, etc.), rubber goods, soap, writing ink, wagon grease, drugs and drug-gist supplies, earthenware and chinaware, harness and saddlery.

There are two classes of trade in the Protectorate, namely, cheap goods for the native trade, such as blankets, prints, shirts, boots and shoes, working trousers, etc., and medium and higher class goods for the white population, such as underwear, hosiery, general clothing, dress material, linen, etc.

At the moment windmills and water-boring plants are being called for, and the demand for these items will increase as further farms are taken up.

The extensive alluvial diamond workings demand large quantities of the under-mentioned items:—

Metal screenings.—A non-rusting screening is being asked for, similar to the new metal found in Canada and known as "Monel." This requires to be 20 wires to the lineal inch, in order that the smallest diamond may be retained. Bronze screening is also largely used, this being either No. 18 or No. 20, while galvanized wire screening, No. 16, is also in demand. The brass and bronze wire is 24 to 28 gauge. All screenings must be at least 36 inches wide, and wider if possible. If "Monel" wire screening can be supplied, the demand will be quite extensive.

Sieves.—Large numbers of sieves are used, of brass wire gauze and with hardwood rims. The diameter of the sieves in general use is 18 inches, the depth of the rims being $5\frac{1}{2}$ inches, and of $\frac{3}{8}$ inch thickness. The gauze is fixed 2 inches from the bottom of the rim and should be 28-gauge wire, 22 to the inch; both rims and gauze are also imported separately.

Steel wire brooms.—The nature of the work in the alluvial diamond deposits demands the use of quantities of steel wire brooms. These measure 12 inches long by 3 inches or 4 inches wide, with $4\frac{1}{2}$ -inch steel wire bristles, the wires being either round or flat. Owing to their use by native labour and the humidity of the temperature, these quickly become useless, and consequently large importations are necessary.

Other articles in special use in the diamond industry are metal woven cloth (in bronze, brass, and copper), galvanized iron wire, brass wire, copper wire, and tinned wire. Engine oil, leather belting, carbide, and light railway material are also in demand.

The Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, will be glad to supply the names and addresses of importers and commission houses in the Protectorate and in South Africa with whom Canadian exporters may correspond with a view to supplying any of the before-mentioned items.

The time is opportune to establish relations with importers in this territory. The diamond industry is possibly on the eve of a continued expansion, while agriculture will undoubtedly attract many within the near future. A careful study of the particular needs of the market, the manner of developing business, and strict attention to the supply of the exact article required, its packing and shipment, should lead to definite trade along worth-while lines. Exporters should give the fullest possible information and send samples, when available, with their first letter to importers or agents in the Protectorate. All prices should be f.o.b. Canadian Atlantic ports, or c.i.f. Walvis Bay, if possible.

TRADING METHODS

During the war period much of the trade in the Protectorate, which had been solely German prior to 1915, passed into British hands, and shipments were made via Cape Town. This resulted in numerous delays while goods waited to be transhipped at Cape Town to coastal steamers. With the reopening of trade with Europe, and the direct shipment to Protectorate ports from Great Britain and Germany, a keener competition will exist and those exporting houses offering the best value and trading facilities will secure the business obtainable. In this connection it should be stated that Germany's practice in opening up overseas markets has always been to give extended facilities for payments, rather better than those of competing nations, and in the Protectorate, as in other markets, 60, 90, and frequently 120-day drafts were acceptable from importers. It is very necessary that Canadian export houses interested in the development of trade in this market should meet the opportunity by agreeing to accept at least 60-day drafts in payment for shipments; on this basis a fair amount of business will be forthcoming.

Windhuk, Walvis Bay, Luderitzbucht and Keetmanshoop are European trading centres, the larger native trade being situated at Rehoboth, Omaruru, Otjiwarango, Tsumob, Okahanja, Karabib and Swakopmund, Rehoboth having rather a better-class native trade.

DIRECT SHIPMENTS FROM CANADIAN ATLANTIC PORTS

The Canadian Government is anxious to see the ships of the Canada-South African Steamship Service calling at Walvis Bay. Regular monthly sailings take place from Montreal during the summer and St. John in the winter, and if a minimum tonnage is secured for the Protectorate port calls will be made. Information regarding freight rates from Atlantic ports to Walvis Bay will be gladly supplied by the shipping company.

Canadian manufacturers having agents in South Africa, should insist on their visiting the Protectorate in the near future. If the same methods used in gaining a reputation for Canadian products throughout the older portions of the Union of South Africa are employed in regard to the new portion, the extent of Canada's business with this Continent will be appreciably affected.

Portuguese West Africa—(Angola)

This territory, which lies immediately to the north of the South West Protectorate, is also ripe for Canadian trade. The articles in demand are practically the same as those enumerated in connection with the Protectorate, except that there is no diamond industry, agriculture being the chief resource. Cement, hardware, building material (including window frames and glass), fencing wire, cream separators, canned goods and flour, are the leading lines of import.

The port of Lobito Bay has a deep water harbour, where vessels can load and unload at the wharf; if sufficient cargo offers, steamers of the Canada-South Africa Service will call at Lobito Bay on the outward run.

The Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, will be glad to advise interested Canadian exporters of the name and address of a responsible importer and commission agent, with offices at Lobito Bay, and Cape Town, and also secure freight rates and other necessary information. A letter of credit will be established for foodstuffs and special lines, while for other shipments a 60-day draft is requested.

RAW MATERIALS FOR CANADIAN FACTORIES

Angola exports cocoa, cocoa beans, rubber and other products. Canadian manufacturers may find this a cheaper source of supply than their present buying markets.

The Canadian Government Trade Commissioner, Cape Town, will be pleased to obtain samples and prices, or place manufacturers in touch with a responsible exporting house at Lobito Bay.

CANADIAN TRADE WITH THE ARGENTINE REPUBLIC

The following from the pen of the Argentine Consul General at Ottawa appears in the *Bulletin* of the Commercial Section of the Commerce and Industries Branch of the Department of Agriculture of Argentina:—

"The volume of trade between Canada and Argentina cannot be determined with accuracy in view of the fact that goods shipped through foreign ports appear in the statistics as originating in the country from which shipped.

"Until recently exports from Canada to Argentina were more or less limited to agricultural machinery, wood-pulp and newsprint. During recent years, however, the list of goods exported from Canada has increased, and now includes rubber goods, automobiles, bicycles and automobile accessories, electric cables and acetylene installations. This year inquiries have been received from Argentina for lumber, dried fish and canned fish, articles which compare favourably, both in price and quality, with products of other countries.

"Argentina, on the other hand, produces many articles for which there is a market in Canada. Amongst the commodities which can be exported to the Dominion on a large scale are wool, hides, quebracho extract, and sugar.

"Canada is represented in Argentina by a Trade Commissioner, whose reports are accurate and complete. A branch of the Royal Bank of Canada has been established at Buenos Aires, and the steamers of the Canadian Government Merchant Marine are maintaining a service to Argentine ports. All this will considerably increase the trade between the countries, with undoubted advantage to both.

"Unfortunately, notwithstanding the existence of a branch of the Royal Bank of Canada in Buenos Aires, a direct rate of exchange is not yet obtainable, which causes a not inconsiderable loss, all drafts having to be negotiated with the intermediation of New York. It is to be hoped that this condition will soon be remedied and direct drafts will soon be obtainable, which will facilitate commercial transactions."

CANADIAN CONSIGNMENTS TO CUBA

Mr. J. L. Gonz. Hoyuela, acting on behalf of the Canadian Trade Commissioner at Havana, Cuba, advises that the last Canadian vessel to visit that port, the *Canadian Sealer*, was cleared in sixteen hours and that there are now ample facilities obtainable for the steamers of the Canadian Government Merchant Marine. The *Canadian Sealer* discharged the following: 625 bundles newsprint; 150 cases malt, 7,133 barrels potatoes; 130 kegs fish; 170 rolls newsprint; 1 case preserves (sample); 1 case beer in bottles; 5 bundles automobile parts; 1 barrel beer (sample).

TRADE OF BRITISH GUIANA IN 1919

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, February 26, 1921.—The aggregate trade of British Guiana in 1919 reached a new high level. The imports valued \$17,235,896 and the exports \$20,355,994, making a total of \$37,591,890 an increase over the previous year of \$2,260,899. The increase occurred in the exports, the imports falling off slightly. The excess of the exports over the imports was \$3,120,098, which to that extent created a favourable trade balance for the year.

The following statement shows the value, in groups, of the imports and exports for 1919, excluding the transit trade which amounted to \$1,514,074.

	Imports	Exports
I. Food, drink and tobacco.. . . .	\$ 4,862,388	\$15,746,647
II. Raw materials.. . . .	1,540,588	1,801,028
III. Articles—mainly manufactured.. . . .	9,152,284	727,509
IV. Miscellaneous.. . . .	77,679	5,289
V. Coin and bullion.. . . .	88,883	561,447
Total.. . . .	<u>\$15,721,822</u>	<u>\$18,841,920</u>

DIRECTION OF THE TRADE

The trade of the colony is mainly with the United Kingdom, the United States, and Canada, the value of which is shown in the statement given hereunder. The United Kingdom takes first place with 34 per cent of the total trade, Canada comes next with about 31 per cent, and the United States with about 18 per cent. The value of this trade is as follows:—

	Imports	Exports	Total
United Kingdom	\$ 5,654,794	\$ 7,175,180	\$12,829,974
Canada.. . . .	3,630,692	7,850,481	11,481,173
United States.. . . .	5,949,239	802,908	6,752,147
Totals.. . . .	<u>\$15,234,725</u>	<u>\$15,828,569</u>	<u>\$31,063,294</u>

The Imports

TRADE WITH CANADA

Imports from Canada showed an increase in value over 1918 of \$842,840. In 1913 the value credited to Canada amounted to \$692,028, and was the highest up to that year, but now shows a five-fold increase. The item showing the greatest increase during these years was flour, which increased in value about \$1,250,000; wood and timber increased about \$220,000; fish, smoked and dried, about \$250,000; and a great many smaller items, amongst which may be mentioned butter and cheese, brooms and

brushes, bags, cordage and twine, paints and pigments, paper—in fact, through all the principal items of import there has been some degree of increase both in quantity and value. In regard to the exports to Canada, though the increase in value has been considerable, in fact about double, a careful examination of the details would probably show that quantities have made but little change.

The following statement gives the value of the principal articles imported from Canada in the three-year period 1917-19:—

COMPARATIVE STATEMENT OF THE IMPORTS FROM CANADA IN THE YEARS 1917, 1918 AND 1919

Articles	1917	1918	1919
Bags (travelling and tool), trunks and valises ..	2,027	1,606	2,247
Biscuits, bread and cakes, unsweetened.....	3,254	4,494	3,647
Boots and shoes.....	6,478	8,114	4,481
Brooms and brushes	7,540	17,051	6,440
Butter.....	16,313	18,519	8,548
Cattle food—oilmeal and cakes.....	.....	106	3,737
Cheese.....	36,637	25,910	55,631
Chemicals—calcium carbide.....	1,953	997	5,060
Cordage and twine.....	8,520	16,866	8,843
Fish—			
Tinned, canned or preserved in jars or bottles..	.....	4,307	15,806
Smoked or dried.....	258,109	197,985	322,452
Mackerel and salmon, pickled.....	62,401	19,748	55,457
All other sorts	11,208	23,247	33,713
Grain, flour and preparations thereof—			
Flour other than corn flour.....	1,034,840	1,360,124	1,761,733
Grain, all kinds, and pulse (except rice and farinaceous preparations).....	129,217	142,530	151,727
Hay and chaff.....	4,623	1,154	6,034
Metals—iron and steel manufactures, nails and spikes.....	33,128	69,085	6,001
Oil, other than petroleum, petrol or essential oils..	11,184	13,650	19,873
Paints, including colours and pigments.....	27,154	41,162	35,001
Paper, other than printing paper.....	5,977	5,581	7,314
Vegetables—			
Fresh—(not including onions and garlic)....	114,916	146,377	172,242
Wood and timber, unmanufactured—Lumber dressed and undressed.....	152,022	84,945	272,519
Unenumerated	215,698	438,522	496,414

IMPORTS FROM THE UNITED STATES

Imports from the United States have most noticeably increased during the war period. The first substantial advance appeared in 1916, and since then the average value of the imports has been in the neighbourhood of \$6,000,000. A large part of this increase was in manufactured goods, which before the war were supplied by the United Kingdom, and some part also in meats, petroleum, tobacco and lumber. Among the products imported from the United States for which there are no corresponding entries in the table of imports from Canada are those under the headings haberdashery and millinery, hardware and cutlery, lard, leather manufactures, linen, cotton, and woollens, meat, medicines and drugs, and tobacco.

[A statement showing the value of the principal imports from the United States in 1917, 1918 and 1919 is on file at the Department of Trade and Commerce, Ottawa, where it is available for consultation by Canadian exporters on reference to File No. T.C.-2-104.]

IMPORT OF FLOUR

The quantity of flour imported was 169,439 barrels, an improvement on the two previous years but below the average of the preceding decade, during which time the consumption of flour per capita averaged .65 per barrel. In 1918 this dropped to an average of .39 per barrel with a slight recovery in 1919, where consumption showed .56, equal to 112 pounds of flour for each person. The duty on flour during the year was \$1.15 general, and 90 cents preference per 196 pounds.

IMPORT OF FISH

The import of fish, smoked and dried, has been declining. The annual average import in the decade before the war was about 45,000 cwt., but in the last five years—1915-19—an annual average falling off of about 10,000 cwt. was shown. In 1918 only 28,597 cwt. were imported, and only increased in 1919 to 29,806 cwt. The consumption per capita in these two years was .09 per cwt. as against about .15 in previous years. This decline in the import is no doubt due to the high price of fish. The customs duty on fish—smoked and dried—is 65 cents general, and 40 cents preference per cwt.

BUTTER AND CHEESE

There was a marked decline in the quantity of butter imported in 1919, in fact less than one-half the average of recent years, and less than in 1918 by 281,095 pounds. The explanation given by the Customs Department is that "prices of imported food-stuffs were abnormally high during the year under review, and this factor tended to restrict consumption. The average landed cost of butter in 1919 was 133 per cent greater than the pre-war price, and that of butter substitutes 220 per cent greater." The quantity supplied by Canada also declined about one-half.

The quantity of cheese imported has also declined in the last few years, due no doubt largely to high cost. In the decade before the war about 120 short tons were imported each year, and this figure has now declined to about 75 short tons.

NOTES ON THE IMPORTS

Machinery.—There has been a steady advance in the value of machinery imported since 1914, in which year the value shown was \$210,788. In 1916 this had increased to nearly \$700,000, and reached \$1,657,846 in the year under review. The United States supplied the greater part of the machinery for the rice and mining industries, and more than one-half for the sugar industry and of machinery unclassified. Of this trade Canada had practically no part.

Hardware and Cutlery.—Values in these two items have increased in the last three years, and in fact have been increasing since 1911, probably due to high cost.

Chemical and other Manures.—Of chemical and other manures 11,044 tons were imported, of which Canada supplied 3,372 tons of chemical manures, which was probably sulphate of ammonia. The quantity credited to the United Kingdom is nearly one-half of the total, and to the United States about one-tenth. The greater part of this import is admitted free of duty.

Soap, common and fancy.—Of soap, common and fancy, the import valued \$1,305,846. Nearly all the common soap came from the United Kingdom, and a little more than one-half of the fancy. Canada has practically no share in this trade though the field is certainly inviting.

Condensed Milk.—Condensed milk showed a decline both in quantity and value as compared with the previous year, no doubt due to high cost. Nearly all this milk came from the United States, whereas formerly the United Kingdom and Switzerland supplied the demand. Canada appears never to have had any considerable share in this trade, her contribution in the year under review being only \$1,045 out of a total import of \$72,575.

Boots and Shoes.—The import of boots and shoes has fallen off in value considerably as compared with 1918, the supply coming in both these years principally from the United States. About 10 per cent came from the United Kingdom, and a small quantity only from Canada.

China, Glass and Earthenware.—The figures for china, glass and earthenware have increased in the last few years, the supply coming chiefly from the United States. Formerly the United Kingdom supplied the market.

Confectionery and Jams.—Both quantity and value in confectionery and jams about doubled in the last two years, the supply coming mainly from the United States, though in this case also the bulk of the trade was with the United Kingdom in pre-war years.

The Exports

The exports in 1919 exceeded in value those of the previous year by \$3,436,965 and were the highest in the history of the colony, with the exception of those of 1917.

The following statement shows the different classes of the exports for the three years 1917-19:—

	1917	1918	1919
Domestic produce and manufactures.. . . .	\$18,253,716	\$13,817,315	\$17,592,450
Foreign produce and manufactures.. . . .	709,353	982,001	1,249,470
Transhipment goods	1,753,439	2,119,713	1,514,074
Totals.. . . .	\$20,716,508	\$16,919,029	\$20,355,994

SUGAR AND RUM

The quantity of sugar exported was less than in any year of the decade except in 1912, and over 20,000 tons below the average of the last twenty years. Rum on the other hand, gave the large increase of 1,728,288 proof gallons as compared with the previous year, and an increase in value of \$1,191,244. There were 171,247 gallons of vacuum pan molasses exported, of a value of \$73,417. Nearly all the molasses and rum went to the United Kingdom. The average price of both these products during the year was abnormally high.

MINING INDUSTRY

Gold and Diamonds.—The report of the Lands and Mines Department sets out the particulars in full regarding the gold and diamond industries, and shows that the output of gold fell below that of the previous year by about 50 per cent, and valued \$287,044, of which \$258,722 was exported, being the lowest export of gold since 1887. This steady falling off in the output indicates a partial exhaustion of the more accessible mining fields, which was accentuated by difficulty in obtaining mining machinery during the year, and the shortage of the labour supply. Considerable activity in the diamond industry is apparent since 1916, stimulated no doubt by the high market price ruling for diamonds, which has increased threefold in value during the year. Some rich diamond fields were opened in 1919, and the total yield had an estimated value of \$459,408, of which \$401,518 was exported.

THE TIMBER INDUSTRY

Following the report on the Lands and Mines Department it is evident that increased attention is being directed to forest industries. The cut of greenheart from the Crown forests for the year totalled 556,671 cubic feet, an increase of about 10 per cent over the output of 1918. An increase also occurred in the output of hardwoods to the extent of 13,075 cubic feet, the total output being 88,312 cubic feet. Crabwood, which is a softwood, showed a decline as compared with recent years. The figures in regard to charcoal and firewood—both of which are exported—were of the average value. The export of the former amounted to \$41,569 and the latter to \$21,384, going principally to Barbados and other West Indian islands.

NOTES ON EXPORTS

Balata.—The yield of balata increased some 264,427 pounds, with an increased value of \$184,998, and stood in importance in the exports next to sugar and rum.

Cocoanuts.—Due to the extension of the area under cocoanuts during the last few years, the number has increased considerably, the present returns showing that 4,693,617 nuts were exported valued at \$142,646.

Coffee.—Some years ago coffee-growing, which at one time was among the most important industries in the colony, was re-established, and large areas were put under cultivation. The returns for 1919 show that 935,648 pounds were exported, valuing \$150,198, and indications point to a large increase in the near future.

Rice.—The area under rice is estimated by the Department of Science and Agriculture as 61,044 acres. A steady advance has been made during the last twenty years in the rice industry, which is now second only to that of sugar as a staple of the colony. The total production of rice cannot now be less than 50,000 tons per annum. Since the beginning of the war export has been under Government control, which has to some extent limited the amount exported. Last year the quantity exported amounted to 138,855 cwt., valued at \$951,486. In addition to this a small quantity—4,921 cwt.—of unmilled rice was sent to Canada valued at \$22,165.

Hides.—During the year under review 5,726 hides valued at \$30,126 were exported. This is, of course, only a small business now, but the opening up of the cattle trails to the savannahs in the hinterland now under way promises a great expansion to cattle raising, and the export of hides is looked forward to as one of the important industries in the near future.

[A table giving in quantities the produce of British Guiana exported in 1918 and 1919 has been transmitted by Mr. Flood and is on file at the Department of Trade and Commerce, Ottawa, where it is available for reference on quoting file No. T.C.-2-104.]

MEXICO AS A FIELD FOR CANADIAN EXPORTS

TRADE COMMISSIONER H. A. CHISHOLM, M.C.

XII

Mexican Tariffs, Taxation, Finance and Banking

The basis of the Mexican tariffs is the provision of revenue for the Federal Government, which levies both import and export tariffs.

The guiding principles, other than that of revenue provision, of the export duties are the discouragement of the exportation of the raw materials produced by the country's agricultural industries and the placing of minimum tax burdens on manufactured articles likely to be exported. Thus, heavy export duties are placed on live stock, fresh meat, skins and hides, while such articles as animal charcoal, cured and preserved meats, lard, boots and shoes are exempt from any export tax. Most fresh fruits carry an export tax, while preserved fruits have none. The exportation of grains and forage is almost prohibited by the heavy export taxes, but starch is not taxed and only a small nominal tax is imposed on flour. Raw cotton and tobacco and manufactured woods also carry heavy export taxes. Nearly all the metals and manufactured articles are exported free, but internal revenue taxes are levied on the production of petroleum and of the metals. Some lines of structural iron and steel required in Mexican industries carry export taxes.

The import duties are specific, based on gross or legal metric weight, or on the piece. The tariffs on manufactured goods which compete with the products of Mexican industry are very heavy, amounting in many cases to 100 per cent of the value of the goods. The free list is rather limited in scope. The leading articles on this list are as follows: corn and wheat, seed, ordinary sawn lumber for construction, wooden buildings, wood-pulp, refractory earths, coal, grindstones, and certain industrial chemicals such as the alkaline cyanides destined for use in the mining industry.

During the fiscal year 1912-13, the total value of Mexican imports was \$192,292,461 (pesos), of which \$27,908,248 (pesos) was for goods on the free list. For the same period, the total value of Mexican products exported was \$216,014,634 (pesos). The total duties collected by Mexican Customs Department for that year amounted to \$51,491,255 (pesos), of which \$48,994,642 (pesos) came from import duties and \$759,402 (pesos) from export duties. During the first six months of 1919, Mexico's customs revenue of \$63,839,611 (pesos) was greater than for any previous year in her history.

Important changes are frequently made in the Mexican tariffs and the Canadian exporter should arrange for his representative in Mexico to keep him informed of any changes affecting his particular line. Detailed information on Mexican tariffs may be obtained by applying to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

FEDERAL REVENUES AND EXPENDITURES

In addition to customs duties, the Federal Government obtains its principal revenues from stamp taxes, taxes imposed on gold, silver and petroleum production and from direct taxation in the Federal District. In 1918, the principal revenues were as follows:—

	Pesos
Import duties.....	25,266,661
Export duties.....	8,815,516
Consular fees.....	5,668,370
Stamp tax.....	15,627,936
Direct taxation in Federal District.....	31,528,296
Sale taxes on—	
Liquors.....	3,331,827
Beers and wines.....	1,796,407
Tobacco.....	4,277,246
Cotton goods.....	3,228,773
Electricity.....	1,133,093
Taxes on production of—	
Gold and silver.....	13,711,586
Petroleum.....	11,778,606
Posts.....	4,350,824
Telegraphs.....	3,935,268

In the fiscal year 1912-13, the total revenues of the Mexican Government were \$138,313,204 (pesos) and expenditures \$110,781,871 (pesos) leaving a surplus for that year of \$27,531,333 (pesos). In 1919, the total revenues were \$162,573,000 (pesos) and the expenditures \$203,481,564 (pesos) leaving a deficit of \$40,908,564 (pesos).

The chief items of the expenditures of the Federal Government for the years 1912-13, 1918 and 1919 were as follows:—

	1912-13 Pesos	1918 Pesos	1919 Pesos
War and Navy.....	28,702,810	120,758,154	134,077,717
Public debt.....	27,507,653	.....	.....
Communications and Public Works	12,891,296	21,392,230	23,438,410
Department of Finance.....	8,869,884	20,213,094	18,261,484
Public Instruction.....	7,705,632	2,269,201	1,782,894

PUBLIC DEBT

Accurate figures on Mexico's public debt are not available. Estimates of the Republic's bonded indebtedness completely disagree and vary all the way from a quarter billion dollars to nearly a billion dollars. A Mexican Minister of Finance in 1919 estimated the national debt outstanding at \$250,000,000 (U.S. Cy.), and added that the railway debt guaranteed by the Federal Government would bring the total up to \$370,000,000. A chart prepared in 1919 for the International High Commission placed Mexico's total debt, including State and Municipal indebtedness which is comparatively small, at \$894,130,013 U. S. Cy. It is probable that the Republic of

Mexico's national debt is between five hundred and six hundred million dollars—a small amount for a country as rich in resources as Mexico. Taking the estimate of the National City Bank of New York, \$500,000,000, Mexico's national debt amounts to only \$30 per capita of her population as compared with Canada's \$250 per capita.

It is said that some 25 per cent of Mexico's debt now consists of interest due on loans and bonds. Very little interest has been paid to holders of Mexican bonds since 1914, when the loss of income caused by the revolution resulted in the non-payment of interest on all bonds with the exception of a few local railway bonds. Mexico's income, thanks to mounting oil production and larger customs revenues, should be sufficient not only to pay off the accrued interest on her external loans but to retire her present outstanding indebtedness to foreign creditors in from ten to twenty years. It is said that it is the intention of the present Mexican Government to consolidate the principal and interest of outstanding foreign loans, and to arrange for their gradual retirement over a period of years in order to pave the way for new loans for the development of the country.

BANKING SYSTEM

At date of writing (January 1921) Mexico really has no banking system, and has had none since 1914. Mexico's banking system prior to that date was based on the Banking Law of 1897, which ushered in a period of economic and commercial development, checked only by the downfall of President Porfirio Diaz.

The Law of 1897 provided for three principal classes of banks and institutions of credit as follows:—

(1) Banks of emission, issuing bank-notes of given denominations, payable at par, on demand, and to bearer.

(2) Mortgage banks, authorized to make loans secured by urban or rural property, and to issue bonds secured by the same guaranty, bearing interest and redeemable under provisions set forth in the law.

(3) Banks of promotion, designed for the encouragement of mining, agricultural and industrial enterprises and provided with facilities for making preferred loans, unsecured by mortgage, and issuing short term certificates or bonds maturing at stated periods.

Under the liberal provisions of this law, between the years 1897 and 1913 there were established a total of thirty-two banks of emission, with total assets in 1913 amounting to some \$425,000,000. Mortgage banks increased in number from a single institution in 1897 with \$4,857,000 assets to four in 1913 with assets of nearly \$44,000,000. Banks of promotion developed in number to six in 1913, with assets of \$83,000,000. In addition to these banks, there were in active operation in 1913, two loan banks of deposit, one "irrigation bank", six branches of foreign banks, some private banks, and the Monte de Piedad or National Pawnshop under Government control which was invested with the power of issuing notes and of accepting deposits.

The chaotic revolutionary conditions following the fall of President Diaz finally wiped out this great system of banks, with its \$600,000,000 of assets, which had been firmly established during seventeen years of stable government and capable management. Since 1913, a few branches of foreign banks and private banks intermittently forced to close their doors, have been all that has remained in Mexico of a once flourishing banking system.

PAPER ISSUES

An orgy of paper issues by the different "governments" or factions followed the disruption of the banking system, commencing in 1913 with the Monclova issue of 25,000,000 pesos. Within two years nearly 700,000,000 pesos of paper money were issued by "provisional governments" and generals. Much of this paper was redeemed in the form of railway fares, taxes, etc., until there is now very little outstanding. Carranza finally made an issue of 540,000,000 in "Infalsificables" (non-counterfeitable bills), and most of this issue, which is worth only a very small fraction of its face value, has been redeemed at prevailing market rates.

Mexico is now on a gold basis. Gold pesos and silver pesos (up to 20 pesos) are the only legal tender. In 1919, about \$150,000,000 (pesos) gold were in circulation in Mexico.

The establishment during recent months of several new private and foreign banking institutions gives evidence of a greater degree of confidence in Mexico's immediate future than has been apparent for several years. French, German and British interests have recently made or are making arrangements to carry on more extensive banking activities in Mexico.

BANK OF MONTREAL AND CANADIAN BANK OF COMMERCE

Canadian exporters have had for several years the initial advantage of being able to make their financial arrangements in Mexico through branches of two of their own banks. The Bank of Montreal and Canadian Bank of Commerce both have flourishing branches in Mexico City whose managers are always ready to assist Canadian export trade to Mexico in every way within their respective offices.

PROPOSED NEW BANKING LAW

It is possible that before these words appear in print, Mexico's proposed new banking law may be passed by the Mexican Government. If this project is approved, it appears that there will be established, first, a sole bank of issue under Government control; second, mortgage banks as under the old law; third, banks of promotion to facilitate mining, industrial and commercial operations by means of priority loans; fourth, agricultural banks, for assisting agricultural enterprises; fifth, petroleum banks to facilitate petroleum exploitation; sixth, banks of deposit to carry on a general banking business. It is said that the minimum capital required for mortgage and petroleum banks would be \$500,000 and \$250,000 for all others. Foreign banks would not be interfered with, as long as they conformed to the requirements of the new law.

MEXICAN CONSUL APPOINTED AT VANCOUVER

Mr. Javier J. Favela has been appointed Mexican Consul at Vancouver in succession to Hon. M. P. Morris, Vice-Consul in Charge.

PROPOSED INCREASE IN MEXICAN DUTIES ON COTTON GOODS

A cable from Mexico City under date of March 24, 1921, published in the *United States Commerce Reports*, announces that the Mexican import duty on cotton goods will be increased 10 per cent from April 30, 1921.

PROPOSED BELGIAN TARIFF CHANGES

According to a cablegram from Acting Commercial Attaché S. H. Cross, Brussels, dated March 22, 1921, published in the *United States Commerce Reports*, a Bill has been presented to the Belgian Parliament which proposes the following ad valorem import duties: Hosiery and lingerie wholly or partly of silk, 20 per cent; other lingerie, 15 per cent; women's clothing containing silk, 20 per cent; women's clothing not containing silk, 15 per cent; photographic apparatus, including supplies, plates, and films, 15 per cent; chassis weighing less than 2,000 kilogrammes and passenger cars up to 4,000, 20 per cent; all other automobiles, 15 per cent; motor cycles, 20 per cent; and spare parts, including tires, 15 per cent.

[These commodities have been dutiable at various specific rates, except photographic apparatus, which was free of duty, and women's clothing, which was dutiable at ad valorem rates ranging from 15 to 20 per cent, the rate being the same on clothing of silk.]

CONDITIONS IN HAVANA HARBOUR RETURNING TO NORMAL

Mr. H. A. Chisholm, Canadian Trade Commissioner at Havana, Cuba, writes as follows under date March 17, 1921, on the improved conditions in Havana harbour:—

From the middle of January one heard remarks everywhere where business men were gathered commenting on the remarkable speed with which the energetic measures taken by the Government were succeeding in relieving port congestion. To-day one can walk along the harbour front and see no more than two or three lighters unloading at a single wharf, compared with twenty or thirty loaded lighters waiting for weeks and even months for their turn to unload. For example, last December, when the writer returned to Havana he counted twenty-eight loaded lighters crowded around a single wharf in the harbour. Yesterday there was not a single lighter tied to this wharf, all the lighters being out in the harbour loading up.

The difference accomplished within the last two months along the docks and warehouses is almost unbelievable to any one who saw the congestion of last December. Three months ago huge piles of merchandise cluttered up the wharves and warehouses and extended out into open spaces and streets required for the handling of drays and trucks. To-day these open spaces are entirely clear, and within the last few days I have seen stretches of wharves without a single bale of goods on them. The present situation is, then, that goods are being cleared practically as soon as they are landed. If goods are not claimed immediately by their consignees, they are forthwith transported by the port authorities to open spaces outside the city where the consignee may be able to claim them.

Every shipping man in the city tells me that the port situation has practically returned to normal and that any vessel entering Havana harbour can be certain of clearance papers within a few days, whereas last year the same vessels were taking several weeks for clearance. In short, port congestion has disappeared as a factor retarding Cuba's export and import business.

MARKET FOR STOVES IN BERMUDA

A stove which will prove economical in working, and unaffected by the damp climate, could be profitably introduced into Bermuda just now, according to the *British Export Gazette*. Several American firms are introducing useful types.

CATALOGUES FOR EUROPEAN MARKETS

The representative of the Federation of British Industries in Holland makes some pertinent suggestions regarding British catalogues sent to that country, says the *British Export Gazette*. In the first place, he thinks that the space on the inside of catalogue covers is often wasted by being left blank. It might, he suggests, be utilized for tables showing conversion of English weights, measures, or currency into the metric system. Secondly, he gives it as his opinion that it would be a great convenience to foreign buyers if one column on each page containing weights and measures unfamiliar on the Continent were reserved for showing metric equivalents. A further excellent suggestion is that, when possible, the size and weight of goods packed ready for shipment should be stated. Altogether he is of opinion that catalogues might contain a great deal more essential and useful information than they do. That does not involve any wholesale reflection on British catalogues, the best of which are among the best in the world, and contain not only all the information advocated, but much more for the convenience of the foreign buyer. On the other hand, there are productions which occasionally come our way which are simply atrocious examples of misconceived and ignorant selling effort.

TENDERS INVITED FOR AUSTRALIA

Melbourne, February 21, 1921.—Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the Victorian Government Railway Department, Melbourne, and by the Postmaster General's Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer file No. 26137). Tenders, in conformity with the specifications, should be addressed respectively to the Secretary, Victorian Government Railways, Melbourne, Australia, and to the Deputy Postmaster General, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of Closing	Particulars
33945	May 18, 1921.. . . .	Supply and delivery of one horizontal plate—bending rolls, including tools, gears and accessories, as specified.
33952	May 18, 1921.. . . .	Supply and delivery of one capstan lathe with firebox stay outfit, including tools, gears and accessories, as specified
33635	May 25, 1921.. . . .	Supply and delivery of 70 time element relays (for power signalling), as specified.
34006	May 25, 1921.. . . .	Supply and delivery of 12 sets of balls and ball races for 70-foot turntables, to plan and as specified.
34016	May 25, 1921.. . . .	Manufacture, supply and delivery of locomotive cranes and grabs (3 each), with tools, gears and accessories, as specified.
33967	April 27, 1921.. . . .	Supply and delivery of 2,000 brass boiler tubes 11 feet 2 inches long by 1½ inches outside diameter X No. 12 B.W.G. at one end tapering to No. 9 B.W.G. at the other end with a true taper; approximate weight 27½ pounds each.

POSTMASTER GENERAL'S DEPARTMENT

No.	Date of Closing	Particulars
1684	April 12, 1921.. . . .	Supply and delivery of 35½ tons of sulphate of copper.
1683	May 31, 1921.. . . .	Supply and delivery of 20½ tons of ammonium chloride.

INVOICE REQUIREMENTS FOR INDIA

The Department of Trade and Commerce is in receipt of a communication from Mr. D. T. Chadwick, Indian Trade Commissioner, London, England, regarding the requirements of the Indian Customs authorities with respect to invoices for imported goods. Mr. Chadwick writes:—

“No special form has been prescribed for invoices relating to goods imported into India, but the presentation of certified or signed copies of invoices are insisted on by customs officers in support of their authenticity. This means that all invoices must be signed by the exporters concerned, but it is not necessary for them to be countersigned by any authority. The particulars that should be stated in invoices are those that are ordinarily required in the trade and are needed for statistical purposes, for instance, for metals and hardware generally the net weight should be shown, for piece-goods the pieces, width and lengths in yards, for liquors the numbers of quarts or pints, for spirits the strength on the basis of London proof, in addition to the number of quarts or pints, and so on.

“No other documents in addition to the invoices are required beyond of course the bill of lading. It is merely necessary for the outside of packages and cases to be marked with the shipping mark and number for purposes of identification, the marking of the country of origin of goods on the outside of the packages in which they are shipped not being insisted on by the Indian customs authorities.”

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 30, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending March 30; those for the week ending March 23 are also given for the sake of comparison:—

		Parity.	Week ending March 23, 1921.	Week ending March 30, 1921.
Britain.. . . .	f	1.00	\$4.86	4.4406
France.. . . .	Fr.	1.	.193	.0791
Italy.. . . .	Lira	1.	.193	.0454
Holland.. . . .	Florin	1.	.402	.8904
Belgium.. . . .	Fr.	1.	.193	.0827
Spain.. . . .	Pes.	1.	.193	.1589
Portugal.. . . .	Esc.	1.	1.08	.0993
Switzerland.. . . .	Fr.	1.	.193	.1938
Germany.. . . .	Mk.	1.	.238	.0183
Greece.. . . .	Dr.	1.	.193	.0856
Norway.. . . .	Kr.	1.	.268	.1827
Sweden.. . . .	Kr.	1.	.268	.2650
Denmark.. . . .	Kr.	1.	.268	.1969
Japan.. . . .	Yen	1.	.498	.5476
India.. . . .	R.	1.	2s.	.2894
United States.. . . .	\$	1.	\$1.00	1.1350
Argentina.. . . .	Pes.	1.	.965	.8739
Brazil.. . . .	Mil.	1.	.4850	.1787
Roumania.. . . .	Lei	1.	.193	.0157
Jamaica.. . . .	f	1.	4.86	4.4435
Shanghai, China.. . . .	Tael	1.	.631	.7320
Batavia, Java.. . . .	Guilder	1.	.402	.3859
Singapore, Straits Settlements.. . . .	\$	1.	.49	.5164
Barbados.. . . .	\$	1.	1.	.913 - .943
British Guiana.. . . .	\$	1.	1.	.913 - .943
Trinidad.. . . .	\$	1.	1.	.913 - .943
Dominica.. . . .	\$	1.	1.	.913 - .943
Grenada.. . . .	\$	1.	1.	.913 - .943
St. Kitts.. . . .	\$	1.	1.	.913 - .943
St. Lucia.. . . .	\$	1.	1.	.913 - .943
St. Vincent.. . . .	\$	1.	1.	.913 - .943
Tobago.. . . .	\$	1.	1.	.913 - .943

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

Trade, Industrial, Transportation, Vital, Census, and other official Government statistics of Canada are compiled and issued by the Dominion Bureau of Statistics at Ottawa. Accordingly, applications for publications of the bureau or lists thereof, as well as for information of a statistical character, should be addressed to that branch of the Department of Trade and Commerce.

TARIFF CHANGES IN JAPAN

The Department of Trade and Commerce received under date of March 30 the following cablegram from the Canadian Government Trade Commissioner in Yokohama, Japan: "New Tariff Bill has been passed. Duty will be increased—zinc to 3 yen, caustic soda 1 yen 50, iron rods, bars, sheets, plates now 15 per cent."

The par value of the yen is .498 cents. The unit of quantity for the zinc and caustic soda would probably be 100 kin, or about 132 pounds avoirdupois. There were various rates in the tariff for zinc and caustic soda, depending on the class of goods in each case. Bars or rods of iron were dutiable at .60 yen per 100 kin, or 23 cents per 100 pounds, while plates and sheets were dutiable at different rates according to kind.

The Japanese Consulate, Ottawa, has not yet received any information as to the tariff changes.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

2847. **General produce.**—A Chester firm are open to represent in North Wales Canadian exporters of all kinds of produce.

2848. **Flour.**—A Manchester firm are in a position to import Manitoba hard and blended flour.

2849. **Flour.**—A Manchester firm are open to purchase flour. Quotations are invited.

2850. **Bacon.**—A Staffordshire firm are open to purchase large quantities of bacon from time to time.

2851. **Bacon.**—A Manchester firm with large connections would like to hear from Canadian exporters of bacon.

2852. **Barley.**—A Manchester firm are in a position to purchase high-grade barley.

2853. A firm of importers in London, whose offices are situated in an exceptionally favourable position near to the produce market of Eastcheap, desire to secure the representation of first-class manufacturers of Canadian produce, with special reference to tinned fruits of all descriptions, such as apples, strawberries, peaches, apricots, and jams. They are also interested in condensed milk, macaroni, salmon and lobsters. First-class references.

2854. **Alimentary products.**—French importer in business for 22 years would like to get in touch with Canadian firms so as to represent them in France. Would import alimentary products only.

Miscellaneous

2855. **Engineers' supplies.**—A Manchester firm are open to represent manufacturers of engineers' supplies of all kinds.

2856. **Belt dressing.**—A Manchester firm wish to place on the Canadian market a new solid non-slip belt dressing, and are prepared to appoint agents in Montreal, Toronto, Winnipeg, and Vancouver.

2857. **Electrical supplies.**—A Manchester firm would like to hear from any Canadian manufacturers of electrical goods (specialties in particular) likely to be saleable in the United Kingdom.

2858. **Cobalt ores.**—A London firm desire the addresses of Canadian producers of cobalt ores.

2859. **Laths.**—A Liverpool importer asks to be placed in touch with exporters of laths.

2860. **Basic slag and fertilizers.**—An English importer desires to hear from exporters of basic slag and fertilizers, with a view to securing shipment of 50 to 200 tons.

2861. **Underwear and hosiery.**—Glasgow house desire to obtain sole agency in Great Britain for a first-class firm in Canada manufacturing a fairly cheap line of fleecy underwear and hosiery.

2862. **Pianos.**—A London firm of piano manufacturers wish to get into communication with Canadian manufacturers with a view to representation in the United Kingdom. They are interested in a cheap type of piano, similar to that put on the market by Germany, to cost in England from £30 to £35, duty paid. First-class references.

2863. **Representation or agency for British Isles.**—Gentleman returning to England immediately wishes to get in touch with reliable Canadian manufacturers or houses, in any line, who wish to open up business in England, and who require good salesman to represent them. Will furnish own car for travelling, and is responsible party with good connections. Give as full particulars as possible in the first instance.

2864. **Leather cloth.**—An enterprising South African commission agent, with headquarters in Johannesburg, whose organization covers the territory from the Cape to the Congo, is anxious to get in touch with Canadian manufacturers of leather cloth, similar to pegamoid and fabrikoid. Samples and prices requested with first letter.

2865. **Woollen underclothing.**—A Johannesburg commission agent, covering the whole of the Union territory, desires representation for Canadian woollen underclothing manufacturers, in light and medium weights, men's, women's and children's. Fulllest particulars and prices desired immediately.

2866. **Vices.**—The Administrator of one of the South African provinces desires to secure from Canadian manufacturers of woodwork vices (instantaneous grip) and metalwork bench vices samples or catalogue illustrations, together with prices f.o.b. Atlantic ports. Replies to give the fullest information as to packing and delivery.

2867. Belgian firm desire quotations on condensed milk, mark "Beatty" (said to be Canadian). First shipment 5,000 cases, then monthly 5,000 to 10,000 cases. If possible, prices c.i.f. Antwerp or Casablanca.

2868. **Representation.**—A firm in Paris, of which one of the principals is a Canadian, are desirous of representing some Canadian houses in France. References.

2869. **Representation.**—French importer desires to represent responsible Canadian exporters in France in all lines. Reference.

2870. **Wine barrels.**—A Buenos Aires firm of manufacturers' representatives are interested in receiving quotations c.i.f. for 10,000 wine barrels. The following are the details:—

Outside measurements, 33 to 33½ inches by 25 to 25½ inches by 20 to 21½ inches; thickness of stave, ¾ inch; weight of cask, 27½ ks. when built up, including bands.

The correct name for these is cask or casco, as the barrel is the cask cut down, which later are generally used for spirits and fine wines.

Weight of iron bands, 5¾ ks. without rivets; two bands 1¾ inch by 64 inches by 16 B.W.G., two bands 1¾ inch by 77 inches by 16 B.W.G., two bands 1½ inch by 64 inches by 18 B.W.G., two bands 1½ inch by 77 inches by 18 B.W.G. Rivets, 16. Number of staves to cask, 17 to 18. Size of staves average 3 inches to 3¾ inches. There is always one good broad one to make the bung. Number of pieces to tops and bottoms, sometimes four, sometimes five. Packing none. Nineteen heads in a cask. Five sets of hooks in a bundle, each set tied with string. Each stave in each set is numbered. Oak must not be porous. Capacity, 200 to 220 lts.

2871. **General agency.**—A firm of manufacturers' agents with head office in Demerara, British Guiana, and who cover the whole of the West Indies, are quite familiar with the trade in these islands, and are in a position to give good references, desire to secure Canadian connections on a large scale principally in feedstuffs, foodstuffs, hardware, canned goods, furniture, chocolates and biscuits, and in dry goods, boots and shoes, underwear, and collars and ties.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

To LIVERPOOL.—*Empress of Britain*, C.P.O.S. Line, about April 4; *Victorian*, C.P.O.S. Line, about April 15; *Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about April 15; *Empress of France*, C.P.O.S. Line, about April 22; *Melita*, C.P.O.S. Line, about April 27.

To LONDON.—*Canadian Rancher*, Canadian Government Merchant Marine, Ltd., about April 14; *Tunisian*, C.P.O.S. Line, about April 21.

To GLASGOW.—*Bolingbroke*, C.P.O.S. Line, about April 15.

To MANCHESTER.—*Manchester Mariner*, Manchester Liners, about April 9; *Manchester Shipper*, Manchester Liners, about April 26.

To SOUTHAMPTON.—*Corsican*, C.P.O.S. Line, about April 16.

To DUBLIN.—*Dunaff Head*, Head Line, about April 5; *Fanada Head*, Head Line, about April 25.

To AVONMOUTH.—*Bolingbroke*, C.P.O.S. Line, about April 15.

To BELFAST.—*Lord Antrim*, Head Line, about April 15; *Fanad Head*, Head Line, about April 25.

To CARDIFF AND SWANSEA.—*Canadian Otter*, Canadian Government Merchant Marine, Ltd., about April 8.

To ST. JOHN'S (NFLD.).—*Manola*, Canada Steamship Lines, about April 15.

To ANTWERP.—*Corsican*, C.P.O.S. Line, about April 16.

To ROTTERDAM AND HAMBURG.—*Dunaff Head*, Head Line, about April 5.

To HAVRE.—*Tunisian*, C.P.O.S. Line, about April 21.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—A steamer, Houston Line, about May 20.

To AUSTRALIA AND NEW ZEALAND.—*Carpentaria*, New Zealand Shipping Company, about April 9; *Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about April 16.

To EASTERN AND FAR EASTERN PORTS.—*Halesius*, Houston Line, about April 20.

To SOUTH AFRICA.—*Fantae*, Elder-Dempster & Co., about April 20.

From Halifax

To NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about April 13.

To BRITISH WEST INDIES.—*Chignecto*, Royal Mail Steam Packet Company, about April 15.

To LIVERPOOL.—*Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about April 10; *Saturnia*, Anchor-Donaldson Line, about April 23; *Haverford*, White Star-Dominion Line, about April 25.

To MANCHESTER.—*Manchester Mariner*, Manchester Liners, about April 12.

To LONDON.—*Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about April 14.

To GLASGOW.—*Saturnia*, Anchor-Donaldson Line, about April 22.

To PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Anchor-Donaldson Line, about April 23.

To ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about April 7; *Sable I.*, Farquhar & Co., about April 14; *Rosalind*, Red Cross Line, about April 18.

To HAMBURG, DANZIG, AND LIBAU.—*Gothland*, Red Star Line, about April 6.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Gunner*, Canadian Government Merchant Marine, Ltd., about April 6.

TO HAVANA (CUBA).—*Canadian Miner*, Canadian Government Merchant Marine, Ltd., about April 9.

TO RIO DE JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Canadian Volunteer*, Canadian Government Merchant Marine, Ltd., about April 20.

From Vancouver, B.C.

TO LIVERPOOL, LONDON, HULL, ROTTERDAM, AMSTERDAM, ANTWERP, HAMBURG, AND HAVRE.—*Moerdijk*, Holland-America and Royal Mail Lines, about April 15.

TO SYDNEY AND MELBOURNE.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUCKLAND, WELLINGTON, AND LYTTELTON.—*Canadian Winner*, Canadian Government Merchant Marine, Ltd., about April 15.

TO SINGAPORE AND CALCUTTA.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about May 10.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Statesman*, Harrison Direct Line, about April 11; *Centurion*, Harrison Direct Line, about May 22.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUSTRALIA AND NEW ZEALAND.—*Waihemo*, Canadian-Australasian Royal Mail Line, about April 10.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about April 28.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about April 19.

SERVICE BETWEEN VANCOUVER AND THE NORTH PACIFIC TO EUROPEAN PORTS

The Department of Trade and Commerce has been advised that the Royal Mail Steam Packet Company, in conjunction with the Holland-America Line, are operating a joint service of steamers from Vancouver and other North Pacific Coast ports to London, Liverpool, Hull, Rotterdam, Amsterdam, Antwerp, Hamburg, and Havre. The service is at present being maintained by the steamers *Eemdijk*, *Kinderdijk*, and *Moerdijk*, giving a monthly sailing. New ships are under construction, the first of which is to be delivered in London towards the end of this month. As soon as all the vessels are available, they expect to be in a position to give a fortnightly service. It is intended to equip the fleet with refrigerator and cool chambers for the carriage of such commodities as apples, fish, butter, cheese, etc.

IMPORTATION OF ANIMALS AND ANIMAL PRODUCTS INTO NORWAY

Mr. C. E. Sontum, Canadian Commercial Agent at Christiania, Norway, writes that the importation of live animals into Norway has been prohibited from all countries. Hides and skins are allowed entrance in so far as they are salted or dried, but the permit is subject to inspection by the official Norwegian veterinarian. The importation of other parts of animals is allowed only when the goods are satisfactorily disinfected, salted, or prepared in another way that is found safe. Fresh meat may be imported from certain parts of Sweden only.

Dispensation may be given by the Department of Agriculture, but only for individual animals or articles, and not for lots for the trade.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

WEEKLY BULLETIN

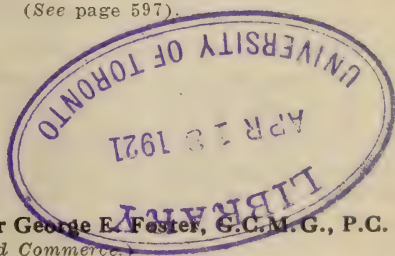
COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA



Port of Alexandria, Egypt. (See page 597).



Published by Authority of the Rt. Hon. Sir George E. Foster, C.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, April 11, 1921

No. 897

TRADE AGREEMENT BETWEEN FRANCE AND CANADA, 1921

A bill was introduced into the House of Commons and passed its first reading on April 5, 1921, entitled "The French Trade Agreement Act, 1921," to give legislative approval to the agreement entered into at Paris by representatives appointed by His Majesty and by the President of the French Republic. Under the Act the Governor in Council may make such orders and regulations as are deemed necessary to carry out the provisions of the said trade agreement. Any Order in Council or regulation made under the Act shall have effect as if enacted in the Act, but may be varied or revoked by a subsequent order or regulation, and shall be laid before both Houses of Parliament as soon as may be after it is made.

The Canadian products mentioned in Schedule A of the Convention of 1907 all receive the benefit of the minimum French tariff with the exception of the articles mentioned in Schedule I of this arrangement, which articles are subject to the duty mentioned opposite each one.

In addition to the articles mentioned in Schedule A of the Convention of 1907, the products mentioned in Schedule II of this arrangement receive the benefit of the minimum tariff or the percentage of reduction shown opposite each number.

Articles of the Agreement

Pending the conclusion of a new commercial convention, with a view to which negotiations will begin immediately, the French and Canadian Governments have agreed to the following provisions:—

Art. 1.—Canada shall apply to products originating in and coming from France the most favourable tariffs and taxes that are or may be granted by Canada to the products of any third Power, except those of the United Kingdom or of British dominions and possessions.

Art. 2.—Canada shall also accord most-favoured-nation treatment as regards exportation, transit, consumption taxes, and other internal duties.

Art. 3.—The French Government agrees to continue for the benefit of Canadian products imported into France, until the conclusion of the new commercial convention, the application of the regime laid down in the Conventions of 1907 and 1909, with the modifications and additions provided for by the following articles:—

Art. 4.—Of the goods enumerated in Schedule A annexed to the Convention of 1907, those specified in Schedule I, attached hereto, shall cease to benefit by the minimum tariff. On importation to France they shall enjoy a percentage rebate of duty as indicated in that list. This percentage shall be based on the difference between the rates of the general and minimum tariffs, and the percentage will remain the same whatever increases or decreases in duties, coefficients, or surtaxes may be made by France in the future.

Art. 5.—In addition to the products enumerated in Schedule A of the Convention of 1907, France shall admit the articles enumerated in Schedule II, attached hereto, to the benefit of the minimum tariff or at a percentage rebate of the duty, as laid down in the schedule. This percentage, as fixed by said schedule, will be based on the difference between the general and minimum tariffs, and will remain the same whatever increases or reductions in duties, coefficients, or surtaxes may be made by France in the future.

Art. 6.—The present arrangement shall remain in force until the conclusion of a new commercial convention, but either of the high contracting parties may denounce it after four months' notice.

In witness thereof, the representatives appointed for the purpose have signed this arrangement.

Done in duplicate, at Paris, the 29th day of January, 1921.

(Signed) A. BRIAND.
AUG. ISAAC,
HARDINGE OF PENHURST.
GEORGE E. FOSTER.

Schedule I

CANADIAN PRODUCTS WHICH SHALL NO LONGER BENEFIT BY MINIMUM TARIFF

Tariff number	Description of products	Per-centage
205	Cast-iron: Foundry-iron and forge-pig for refining, containing less than 25% of manganese. Ferro-manganese containing more than 25% of manganese; ferro-silicon containing more than 5% of silicon; Rich silico-spiegel iron containing at least 30% of silicon and manganese; chromic iron, containing 10% of chromium or more; ferro-aluminium, containing 10% of aluminium or less; Ferro-aluminium, containing more than 10% of aluminium and less than 20%.....	15% 50%
206	Wrought-iron, crude, in blooms, prisms or bars.....	15%
207	Iron, drawn in bars, angle and T iron, unworked axles and tyres, of cast-iron.....	50%
213	Steel, in bars.....	50%
214	Steel axles and tyres of wheels, unworked or forge-steel.....	50%
216	Steel, in sheets or brown bands, hot-rolled; Steel in sheets or white bands, cold-rolled.....	50%
484	Gloves.....	50%
567	Tubes of iron or steel, not welded, Tubes of iron or steel welded. Jointings of all kinds, Tubes of iron or steel, bored or not welded.....	20% 50%
590	Furniture of bent wood, fitted or not.....	50%
ex 591	Furniture, other than of bent wood; with moulding, waxed, varnished or other.....	50%
ex 592	(Other articles of the tariff, under the same numbers may be imported under the General Tariff only)	
ex 604	Pianos: Organs, harmoniums, instruments with free metallic reeds, with one or more stops. Church organs, complete, and detached parts thereof.....	50%
ex 605	Accessories and detached parts of the above mentioned musical instruments (Ex. 604).....	50%

Schedule II

CANADIAN PRODUCTS WHICH WILL ENJOY THE BENEFIT OF THE MINIMUM TARIFF OR OF A PERCENTAGE OF REDUCTION

Number of the tariff	Description of Products	Minimum Tariff	Percentage
20 bis	Guts, fresh, dried or salted.....	M.T.	
ex 26	Feathers, ornamental, prepared or mounted, other bed feathers not prepared, prepared and down not prepared or prepared.....	M.T.	
ex 85	Prunes and apricots, dried.....	M.T.	
98	Chocolate.....	M.T.	
ex 110	Fixed oils, pure; linseed oil, other oils.....	M.T.	
160	Hops.....	M.T.	
161	Lupuline of hops.....	M.T.	
174 ter	Pomace.....	M.T.	
197	Petroleum, schist and other mineral illuminating oils.....	M.T.	
198	Heavy oils, and residues of petroleum and other mineral oils.....	M.T.	
0117	Oxides of cobalt, impure residues from the treatment of argentiferous ore containing less than 50% of cobalt.....	M.T.	
0118	Other oxides of cobalt (including zaffre and smalt).....	M.T.	
0119	Salts of cobalt, hydrated (at least 40% water).....	M.T.	
0120	Other salts of cobalt.....	M.T.	
0205	Acetate or pyrolignite of lime.....	M.T.	
ex 298	Varnishes.....		20%
312	Soaps, other than perfumed.....	M.T.	
325	Glue made from bones, sinews, skins, etc.....		50%
510	Steam engines, stationary and marine, without boilers; stationary steam pumps; compressors of air and various gas; gas, petroleum, alcohol, hot-air, compressed-air, motors and those operated by any other gas mixtures or explosive and all other motors, not mentioned.....	M.T.	
522	Agricultural machines.....	M.T.	
525	Machine tools.....		50%
525	Rinsing, corking, capping and bottle filling machines.....	M.T.	
quater 526	Open boilers; gasometers; vessels of non galvanized iron or steel plate; radiators for caloriferes; gas, petroleum and alcohol heaters.....		30%
quinquies 533	Component parts of machines, of steering and brake apparatus, and of shafting of wrought or stamped iron or steel, of cast iron or steel, of malleable pig iron, and component parts of motor-car chassis frames of pressed or welded steel.....	M.T.	
ex 535	Copper detached pieces for agricultural machines.....	M.T.	
535 bis	Component parts of machines and of shafting not mentioned of two or more metals, such as iron, steel, pig iron, copper pure or alloyed with all metals mentioned in the preceding items, such as brasses, cocks, and accessory apparatus for water, gas and steam.....		50%
539	Stereotype plates, engraved plates and dies for printing on paper, other than wall paper with or without designs.....	M.T.	
559	Locks.....		40%
559 bis	Padlocks.....		40%
568	Household wares and articles not mentioned. Enamelled, plain, tinned. Enamelled, ornamented without gold, marbled or granited without gold..... Enamelled, ornamented with gold, etc. in sheets, not manufactured. Other than the three above mentioned categories.....	M.T.	30%

Schedule "A" of the Former Convention

Following is the text of Schedule "A" of the Conventions of 1907 and 1909, referred to in the new *modus vivendi*:—

[NOTE.—The letters [AM] have been inserted before certain item numbers. These indicate the amendments to the original treaty made under the new agreement.]

Number of the French Tariff	Products
1	Horses.
4	Oxen.
5	Cows.
6	Bulls.
7	Steers, bullocks and heifers.
<i>Ex 14 bis</i>	<i>Poultry.</i>
16	Fresh meat: mutton; pork; beef and other.
17	Meat salted: pork (ham, bacon, &c.); beef and other.
17 <i>bis</i>	Pork-butchers' produce.
<i>Ex 18</i>	<i>Poultry, dead.</i>
19	Meat, preserved in tins.
20	Extracts of meat, in cakes or otherwise.
30	Animal fat, other than fish oils; tallow; lard; other.
<i>Ex 34</i>	Eggs of poultry or game.
35 <i>bis</i>	Milk, condensed pure.
35 <i>ter</i>	(a) Milk condensed with addition of sugar. (b) Milky farina, with an addition of sugar.
36	Cheese.
<i>Ex 37</i>	Butter, salted.
38	Honey.
41	Bone black (animal black).
45	Fish; fresh; fresh water: of the salmonoid family; other.
	Fresh sea fish.
46	Fish, dried, salted or smoked: cod (including klip fish); stockfish; herrings; other.
47	Fish preserved "au naturel," pickled or otherwise prepared.
49	Lobsters: fresh; preserved "au naturel" or prepared.
51	Fish oils.
52	Spermaceti.
53	Roe of cod and mackerel.
68	Wheat, spelt, and meslin: grain; flour.
69	Oats: grain; meal.
70	Barley: grain; meal.
71	Rye: grain; meal.
72	Mätze: grain; meal.
73	Buckwheat: grain; meal.
74	Malt.
76	Groats: grits (coarse flour), pearled or cleaned grain.
76 <i>bis</i>	Millet, hulled or cleaned.

SCHEDULE "A" OF THE FORMER CONVENTION—*Continued*

Number of the French Tariff	Products
80	<i>Pulse:</i> beans, decorticated or broken, whole, in clusters or pods; bean meal; chick peas (<i>pois pointus</i>). <i>Other:</i> in the grain; decorticated; in flour.
83	Potatoes.
Ex 84	Table fruits: fresh: apples and pears; for table use; for cider and perry; peaches.
Ex 85	Table fruits: dried or drained: apples and pears: for table use; for cider and perry; peaches.
86	Table fruits candied or preserved.
89	<i>Seed grain (including the Jarosse, a kind of pea).</i>
89 <i>ter</i>	Luzern, and clover seed.
93	Syrups, bonbons, and candied fruits.
95	Preserves: manufactured with sugar or honey; without sugar or honey.
115 <i>bis</i>	Tar.
128	Woods common: logs round, rough, not squared, with or without the bark, of any length, and of a circumference at the thickest end of more than 60 centi- metres; wood, sawn, or squared, 80 millimetres in thickness and above; wood squared or sawn, less than 80 millimetres, and exceeding 35 milli- metres; wood sawn, 35 millimetres in thickness or less.
129	Paving blocks sawn.
130	Stave wood.
131	Splints.
132	Hoopwood and prepared poles.
133	Perches, poles, and staffs, rough, exceeding 1 metre 10 centimetres in length, and of a maximum circumference of 60 centimetres at the thickest end.
135 <i>bis</i>	Resinous woods in logs, with or without the bark, of any diameter, of a maximum length of 1 metre 10 centimetres.
136	Charcoal and charred bone.
136 <i>bis</i>	Straw, or wool of wood (<i>paille ou laine de bois</i>).
158	<i>Vegetables:</i> fresh; salted or pickled; preserved or dried.
164	Fodder. ¹
165	<i>Bran from any kind of cereal.</i>
168	Cellulose pulp (wood-pulp), mechanical or chemical.
174	Spirits.
174 <i>quater</i>	Mineral waters (receptacles included).
178 <i>ter</i>	Emery on paper or tissues, grindstones and whetstones of emery, or emery in any other form.
185	Cement: slow; quick.
190	<i>Coal:</i> coal or coke, cinders of.

¹ Hay is included in this item.

SCHEDULE "A" OF THE FORMER CONVENTION—*Continued*

Number of the French Tariff [A.M.] 205	Products
	Cast iron:
	foundry iron, and forge-pig, containing less than 25 per cent of manganese;
	ferro-manganese, containing more than 25 per cent of manganese; ferro-silicon, containing more than 5 per cent of silicon; rich silico-spiegal iron containing at least 30 per cent of silicon and manganese;
	chromic iron containing 10 per cent or more of chromium; ferro-aluminium containing 10 per cent or less of aluminium;
	ferro-aluminium, containing more than 10 per cent and less than 20 per cent of aluminium.
[A.M.] 206	Wrought iron crude, in blooms, prisms or bars.
[A.M.] 207	Iron, drawn in bars, angle and T iron, axles and tires, in the rough.
210	Sheet and plate iron:
	rolled or hammered, flat, more than 1 millimetre in thickness;
	thin, and black iron plates, flat, more than $\frac{9}{10}$ of a millimetre and up to 1 millimetre in thickness;
	thin and black iron plates, flat, of $\frac{9}{10}$ of a millimetre or less in thickness.
212	Iron or steel wire, whether tinned, coppered, zincked, galvanized or not.
212 <i>ter</i>	Rails of iron or steel.
[A.M.] 213	Steel in bars.
[A.M.] 214	Axles and tires, rough, in steel.
[A.M.] 216	Steel:
	in sheets or bands, brown, hot rolled;
	in sheets or bands, white, cold rolled.
221	Copper;
	ore;
	pure, or alloyed, with zinc or tin:
	of first fusion, in lumps, bars, pigs or slabs;
	rolled or hammered in bars or plates;
	in wire of all sizes, polished or not, other than gilt or silvered;
	aluminium bronze, crude, not containing more than 20 per cent of aluminium;
	gilt, or silvered, in lumps or ingots, hammered, drawn, rolled, or spun on thread or on silk;
	filings and fragments of old manufactures.
222	Lead:
	ores, mattes, and slag of all kinds;
	in crude lumps, pigs, bars, or slabs:
	argentiferous;
	not argentiferous;
	alloyed with antimony in lumps;
	hammered or rolled;
	filings and fragments of old manufactures.
225	Nickel:
	ore;
	produce of first fusion (cast, matte, speiss);
	refined, in ingots or crude lumps;
	pure, hammered, rolled, or drawn;
	alloyed with copper, with or without zinc, in ingots, or crude lumps;
	alloyed with copper, with or without zinc, hammered, rolled or drawn.
227	Antimony.
238 <i>bis</i>	Extract of chestnut-wood, and other tannic vegetable saps, liquid or solid.
282	<i>Chemical products not mentioned.</i> ¹
315	Compound medicines: distilled waters.
316	Compound medicines not specified.
318	Starch.
324	Isinglass, glue manufactured from tendons of whales, and other similar glues.
361	Incandescent electric lamps.
Ex 363	Yarns of hemp not glazed, pure and raw in skeins up to 5,000 metres of single thread to the kilogramme, for the manufacture of fishing lines and nets, and of cordage.
Ex 363 <i>bis</i>	Yarns of hemp not glazed, twisted, unbleached in skeins up to 5,000 metres of single thread to the kilogramme, for the manufacture of fishing lines and nets, and of cordage.
Ex 366 <i>bis</i>	Yarns of phormium tenax, abaca, and other vegetable fibres not mentioned, not glazed, pure or mixed; the phormium, abaca, etc., predominating in weight, for self-binding harvesters.
461	Paper or card.
462	Cardboard, rough in sheets, weighing at least 350 grammes per square metre.
462 <i>bis</i>	Moulded cardboard, called papier maché.
463	Cardboard, cut, or shaped for boxes.

¹ Calcium carbide is included under this number.

SCHEDULE "A" OF THE FORMER CONVENTION—*Continued*

Number of the French Tariff	Products
464	Cardboard boxes covered or not with white or coloured paper.
464 <i>bis</i>	Cylindrical and conical tubes called "busettes" for spinning and weaving.
464 <i>ter</i>	Cardboard goods, ornamented with paintings, reliefs, stuffs, wood, plaited straw and common metals.
Ex 476	Skins and hides prepared, simply tanned, tawed or smoothed, not including goat, kid, sheep and lambskins.
478	Soles, cut out, of beaten and smoothed leather, and heels.
479	Uppers of top boots, boots, shoes, vamps, goloshes (cambered or not) and upper heels of calf, cow, horse, goat, or kid leather and skins.
480	Top boots.
481	Boots for men and women.
482	Shoes.
[AM.] 484	Gloves.
488	Transmission belts, etc., of leather, hose of leather, and other articles of leather or skins for machinery.
490	Trunks of wood or pasteboard, covered with leather.
493	Peltries: prepared, or in sewn pieces; sea lions, and sea otters; seals and bluebacks; grey squirrels and pouches of grey squirrels; hamsters and white rabbits; astrakhan clouded and curled, in skins and "touloupes"; white hares and pouches of white hares; goats, in skins and covers; sheep and moutons of the Caucasus, in skins and covers. not specially mentioned.
494	Peltries made up into articles.
512	Locomotives, and traction engines.
513	Tenders for locomotives.
522	Agricultural machinery (motors not included).
523	Sewing machines.
524	Dynamos.
Ex 525	Typesetting machines known as linotypes.
Ex 525 <i>bis</i>	General machinery, transmission gearing, balances, scales, presses, lifting apparatus, apparatus not mentioned driven by mechanical power.
Ex 526 <i>quater</i>	Gas buoys in iron or steel plate of over one millimetre in thickness, not galvanized or tinned.
534	Springs of wrought steel, for carriages, railway carriages, and locomotives, not polished.
536	Dynamo-conductors.
536 <i>bis</i>	Arc lamps known as regulators.
537	Tools: with or without handles.
541	Wire gauze, of iron or steel.
542	Wire gauze, of copper or brass: ordinary; for paper machines.
552	Railway chairs, plates or other castings from the open mould.
554	Iron castings for machinery or for ornaments.
557	Rough articles of malleable cast iron, of wrought iron and of cast steel.
558 <i>ter</i>	Ironwork for carriages, and especially such as enters into the construction of railway rolling stock.
565	Wire nails of iron, or steel, machine made, whether tinned, coppered, zincked or coal-tarred or not.
[AM.] 567	Tubes of iron or steel, not welded; tubes of iron or steel, welded; jointings of all kinds; tubes of iron or steel, stamped or without welding.
576	Lead pipes, and all other manufactures of lead.
576 <i>bis</i>	Electric accumulators.
579	Articles of nickel, alloyed with copper or zinc (German silver) or of nickeled metals.
[AM.] 590	Furniture of bent wood, fitted or not.
[AM.] 591	Furniture, other than of bent wood. chairs: neither carved, inlaid, ornamented with copper, gilt, nor lacquered; of common wood; of cabinetmakers' wood; carved, inlaid, ornamented with copper, gilt or lacquered, of any kind of wood.
[AM.] 592	Furniture, other than of bent wood, other than chairs, veneered with any kind of wood.

SCHEDULE "A" OF THE FORMER CONVENTION—*Concluded*

Number of the French Tariff	Products
[AM.] 592 <i>bis</i>	Furniture, other than of bent wood, other than chairs, massive; of common wood; of cabinetmakers' wood.
593	Furniture, upholstered in any manner.
597	Builders and cartwrights wood, shaped: hard wood; soft wood.
600	Wood, planed, grooved and (or) tongued, planks, strips or veneers for parquetry, planed, grooved, and (or) tongued. of oak or other hard wood; of fir or other soft wood.
601	Doors, windows, wainscoting and other carpenter's work, fitted together or not: of hard wood; of soft wood.
602	Small wooden wares: boxes of white wood, wood shaped for brushes, and small handles for tools, less than 10 centimetres in length; bobbins for spinning and weaving, tubes, skewers, biots, spindles, busettes: not exceeding 10 centimetres in length; exceeding 10 centimetres in length. small reels of common wood for sewing thread, neither varnished nor stained. other articles: not varnished; varnished.
602 <i>bis</i>	Wood turners' wares.
602 <i>ter</i>	Wood turners' wares varnished.
603	Wood squared for shuttles less than 500 grammes in weight.
603 <i>bis</i>	Shuttles for any kind of weaving, finished or not.
603 <i>quater</i>	Other articles of wood.
[AM.] Ex 604	Pianos. Organs, harmoniums, instruments with free metallic reeds, with one or several stops. Church organs, complete, and detached parts thereof.
[AM.] Ex 605	Accessories, and detached parts of musical instruments above mentioned (Ex 604).
Ex 614	Carriages (not for rail uses): carriages properly so called; carts for trade, agricultural purposes, and transport; tramway cars; bodies, or parts of bodies for tramway cars.
Ex 615	Seagoing ships of wood.
Ex 616	Hulls of seagoing ships of wood.
Ex 617	River boats of any size, of wood.
620	Manufactures of India-rubber and gutta-percha.
620 <i>bis</i>	Articles of asbestos, spun, felted, woven, or moulded, with or without admixture of textile, or mineral substances.
620 <i>ter</i>	Mica in sheets or flakes, articles in mica, "micanite" and agglomerates of mica, mica paper and tissues.
Ex 646	Typewriters, without nickeled parts.

NOTE 1.—Articles in italics are those appearing only in the general tariff, or on which the duties are identically the same in both tariffs.

NOTE 2.—The numbers of the tariff items have reference in the present French tariff.

NOTE 3.—The term "ex" in the case of the number of an item means a part of the item to which the number refers.

SPECIAL LUXURY TAX IN THE KINGDOM OF THE SERBS, CROATS, AND SLOVENES

The Department of Trade and Commerce is in receipt of a list of articles upon which a special luxury tax is now levied on importation into the Kingdom of the Serbs, Croats and Slovenes. Information as to the application of this tax on any particular commodity will be furnished on application to the Director, Commercial Intelligence Service, Ottawa.

INDIA AND THE MIDDLE EAST AS A MARKET FOR ELECTRICAL MACHINERY AND INSTRUMENTS AND PARTS, AND AUTOMOBILES AND SUPPLIES

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[This is the sixth of the series of articles on the Markets of India and the Middle East. The following are the articles which have been already published with the numbers of the Bulletin in which they appeared: Provisions (No. 892); Wood and Timber and Paper (No. 893); Agricultural Machinery (No. 894); Iron and Steel Products (No. 895); and Machinery and Parts and Mill Stores (No. 896).]

[It should be noted that the nominal value of the rupee is now 2 shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. to 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000 rupees, and is written 1,00,000; a crore equals 100 lacs. In India the rupee is divided into 16 annas, and the annas are further subdivided into 4 pice. In Ceylon the rupee is divided decimally.]

ELECTRICAL MACHINERY

As may be seen from the statistics, the imports of electrical machinery are of considerable extent. Those for 1919-20 were valued at Rs. 1,24,06,808 and show the great expansion over the two previous years, which was to be expected. The United States had the greater share of the trade, and it is quite probable that the strong efforts which have been made by the manufacturers of that country to retain the market will be successful. The market for electrical machinery in the form of generators, alternators, dynamos, motors, transformers, etc., is likely to be a steady and even an expanding one. While hydro-electric installations work out very expensively in India, there is little doubt that they will be undertaken in the future, and that the immense quantity of power which is now going to waste in the vicinity of the Himalayan mountains will be utilized to an increasing degree. As it is, many tea estates in the Darjeeling district, where they are able to obtain sufficient power, have installed electrical machinery for the running of their factories, indeed it appears to be an established policy to replace steam power by electricity wherever it is feasible and economical.

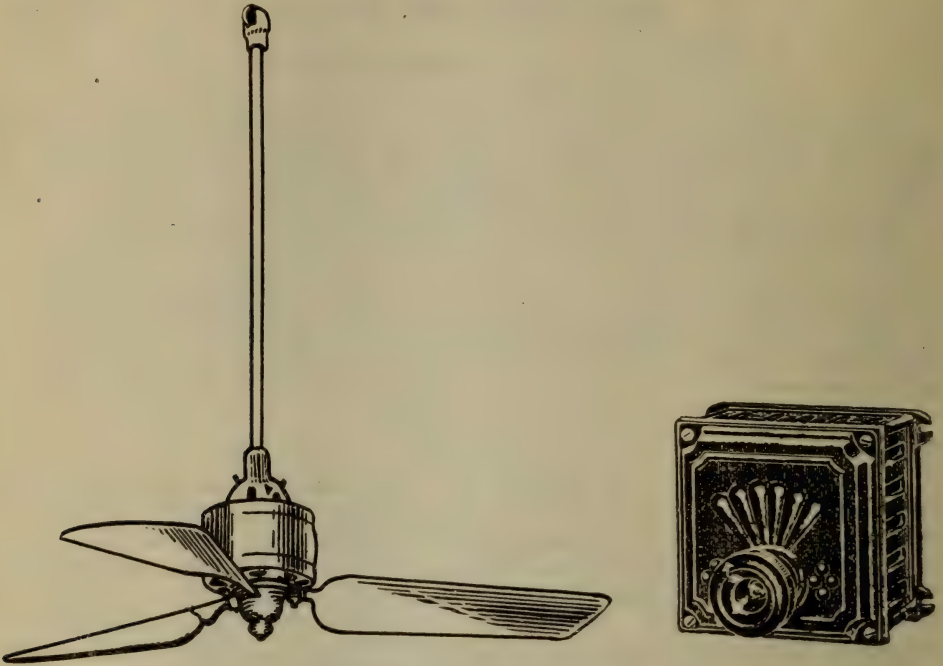
There is a project on foot in Ceylon to develop part or the whole of the vast quantities of power which are running to waste at a water-fall some distance from Colombo; and it appeared last summer as if it were likely to come to fruition. But since then, owing to the extreme depression of the tea and rubber industries, it looks as if the scheme would be postponed until a more favourable period. It would, however, be well for Canadian manufacturers of equipment, if they are at all interested in electrical or hydro-electrical developments in the East, to get into touch with the projectors of this scheme.

ELECTRICAL INSTRUMENTS, APPARATUS AND APPLIANCES AND PARTS

Like electrical machinery, the imports of electrical instruments, appliances, etc., are large and represented for the fiscal year ending 31st March, 1920, a value of Rs. 1,54,97,000. In this case the United Kingdom has the greater share, with the United States second. These two are much ahead of other competitors, the nearest of whom is Japan with Rs. 8,12,000.

There is a heavy demand in India for electrical fans both for the ceiling and for the desk. The competition in this line is strong, but the supplies from the United States and Italy seem to be favoured. One importing house stated that their

sales amounted to about 2,000 ceiling fans a year and about 10,000 regulators. The following are illustrations of a ceiling fan and a regulator in popular demand in India.



Electrical fan and regulator.

The fan regulators which are used with the ceiling fans are fastened on the wall, usually beside the door of the room, and these as a rule give three speeds. These regulators are very useful, as it enables the speed of the fans to be slackened at night, and thus too much draught is not thrown on the sleeper, which it is particularly necessary to avoid. Ceiling fans are for alternating current, but desk fans, which are usually 12 and 16 inches, are arranged for 230 volts direct current, and also for single phase 50-230 volts alternating current.

ELECTRICAL CABLE

The United Kingdom is very strong in the market for electrical cable. Any cable imported into India must be up to the Associated Cable Makers' standard of the United Kingdom.

Motor Cars, Motor Trucks, and Motor Cycles

MOTOR CARS

Motor cars are exceedingly popular in India, and have no doubt greatly influenced the mode of life of a portion of the population. They are rapidly displacing horse transport, and in this manner alone have added to the comfort, convenience and pleasure of their users, particularly in the country districts. Those who are in a position to judge consider that the motor car has a great future in India. The climate is intensely hot and uncomfortable in the summer months, especially during the period when the monsoon is at its height, at which time, in addition to the heat, there is a very high percentage of humidity in the atmosphere. No one walks in India during the heat of the day if he can avoid it. To do so only for a short distance soaks one through with perspiration. It can thus be readily understood how immensely the motor car has contributed to the comfort of their owners and users.

A great number journey to their offices in *gharries*, a horse-drawn vehicle, but it is probable that with time a cheap motor car will displace this form of conveyance, always providing that petrol can be obtained in sufficient quantities, and at a reasonable price. Motor cars are being increasingly used in the *mufussal* or country districts, particularly by tea, rubber, and other planters, and by those whose occupation compels them to live outside of the towns and cities.

Very large numbers of motor cars were sold in the fiscal year 1919-20, but signs were abundantly evident, at the time of the writer's visit, that the demand had considerably slackened, if indeed it has not almost ceased. According to information obtained from importers in Bombay, the trade in that city appears to have undergone a veritable slump, and the same applies to Colombo. In regard to conditions in Bombay, the following clipping is taken from *The Statesman* of Calcutta, the news having been supplied by its correspondent in the former city.

"It would be interesting to know approximately how many motor cars there are now unsold in India; the number lying in the Bombay docks undelivered is continually increasing. There are now at least 900, and still there are more shiploads on the way, though there are threats of increased prices because of the altered exchange situation. It is not at all unlikely that further falls in prices will occur, at least now because of the American cars. There are rumours of a certain well-known make of car falling in price to below Rs. 2,000. With American cars and motorcycles on their present prices, and with the possibility of a further reduction, the English motor industry has a very poor chance of a fruitful ground in India. The man who can get a moderately reliable American car for Rs. 2,000 or Rs. 3,000 or so is not likely in these days of financial stringency to pay the rupee equivalent of £500 or more for a British two-seater."

The demand in Calcutta seems to have held out longer than in other parts of India, but it has also ceased in that market; and as in Bombay, there were a large number lying in the docks, which were not cleared by importers, presumably owing to their inability to pay for them. India is suffering from the reaction which appears to be common to a greater part of the world—that is, from the frantic desire of a huge number of people to possess articles which they are not in a position to afford. The present phase will pass, as at the bottom India is sound financially. Some of the importers will be hit hard, and may even go under, but in the end a demand will again spring up, and it can be confidently predicted that in the ordinary course the market will be a constantly expanding one.

Inquiries for a high-priced car are extremely limited. As stated in the extract from the *Statesman*, the public will not pay for an expensive English car, when they can obtain a much cheaper one from the United States which will meet all their requirements. Even when the price is no particular object, buyers are loath to purchase a high-grade car owing to the difficulty of obtaining expert chauffeurs.

A very important factor in the selling of motor-cars in India is the supply of spare parts. A tea planter in conversation mentioned that in his part of the country a number of people whom he knew had first gone in for high-priced cars, but had later changed them for cheaper ones, owing to the ease and rapidity with which spare parts could be obtained for these, as against the extreme difficulty in the case of the dearer cars.

The demand in Ceylon for the last year or two has also been very brisk, but as has been already stated, the trade in Colombo is now depressed like that of Bombay. Ceylon is passing through rather a bad time owing to the perilous condition of the tea and rubber industries, which has been brought about by the great fall in prices of both commodities. The island with its fine roads is admirably adapted for an extensive use of the motor car, and no doubt when the tea and rubber industries improve, demand will once more reassert itself.

Motor cars for India and Ceylon should have a ground clearance of about 8 inches and a left-hand drive. These are probably the principal points to be kept

in mind, although with such chauffeurs as there are, the simpler the mechanism, and the more fool-proof a car is, the better. In Ceylon a high-powered car is not required, but what is wanted there are good hill-climbing properties. The roads almost on leaving Colombo commence to ascend, and as these are narrow, winding and twisting about the hills, there is no opportunity to work up anything beyond a moderate speed. One point that is of considerable importance in connection with motor cars is that of colour. So far as can be ascertained, black is not cared for as being too sombre, and stress was laid upon this point particularly in Ceylon. Grey, dark green, dark blue, etc., are very much preferred to black, and khaki-coloured hoods to black hoods. It should also be stated that, as labour is cheap in India and Ceylon, there is no necessity to paint over the brass work, which is admired, particularly by native purchasers. The Indians and Sinhalese prefer a car of pleasing colour and one that is rather showy, as they feel that the possession of such a vehicle adds to their standing in the community.

A fair number of taxi-cabs are in use in the large cities in India, although nothing approaching in number to what one sees in the United Kingdom, the United States or Canada. *Gharries*, which are usually drawn by broken-down horses, and are extremely slow in motion, are gradually being displaced by the motor-car. There is no particular type of taxi, and probably more often than not, it is a second-hand car which has been purchased for the purpose. As a matter of fact, it would be very much better if the handier type of taxi which is used in Europe and America were employed, as many of those which have been pressed into the service are too unwieldy.

For the year ending March 31, 1920, 9,925 motor-cars were imported into India, of which 9,353 came from the United States and 448 from the United Kingdom. According to the Department of Statistics, 5,292 motor-cars were imported during the four months ending July, 1920, of which 4,015 came from the United States, 616 from the United Kingdom, 510 from Canada, 35 from Italy, and 19 from France. It is stated, however, by that department that many of the cars shipped from the United States originated in Canada, and this is more than likely, as the only car imported from the Dominion is extremely popular in India, and meets with an excellent sale. Of the five thousand cars imported in the first four months of 1920, 1,983 were consigned to Bombay, 1,860 to Bengal, 710 to Madras, 396 to Burma, and 373 to Karachi. For the month of August, 1920, the cars imported numbered 1,165, of which 916 came from the United States, 139 from the United Kingdom, and 32 from Canada.

MOTOR-TRUCKS

At the present time the number of motor-trucks in India is not large, but very probably is rapidly growing. Transport in that country is principally done by the ox or buffalo cart, which is exceedingly cheap, and as far as price is concerned, can usually compete with the motor lorry. According to one or two dealers who have made a study of the question, the ox cart costs about 3 annas per ton-mile, but that is without making any allowance for the heavy mortality to which the animals are subjected; whereas a one-ton lorry costs in the neighbourhood of 10 annas per ton-mile, and a 5-ton lorry about $3\frac{1}{2}$ annas per ton-mile. Against the higher cost of running a motor lorry, must be set its greater convenience and the fact that whatever work has to be done by it is accomplished in a fraction of the time consumed by an ox or buffalo cart. For compassionate reasons if for no other, it is sincerely to be hoped that the motor lorry will rapidly displace the buffalo cart, as it is a pitiful sight in the streets of Calcutta to see the wretched animals in the hot weather dragging heavy loads. In India the ox and buffalo are water animals, and if allowed to do so, would spend a considerable part of the day in a pond submerged up to their noses.

Motor lorries are being increasingly used by the jute mills in Calcutta and the cotton mills in Bombay, and they are very suitable for such employment. In the

latter the trucks said to be most suitable are those for $3\frac{1}{2}$ and 5 tons capacity. In Bombay the great difficulty heretofore met with, and which is still present, is in obtaining adequate supplies of petrol. One firm which are starting a transport business stated that, owing to this difficulty, they had made up their minds to use steam tractors instead of motor lorries. There is considerable demand in the country districts for motor lorries of from 1 to 2-ton capacity for use as busses in transporting passengers between railway stations and their villages in the country, particularly in the thickly settled parts in the Punjab and in other sections. These light lorries are also being used in the *mofussal* in increasing quantities, for transporting goods. And in Ceylon they are now being extensively used by tea planters. The sale in that island of 2-ton motor lorries is likely to expand, although of course not until a general business revival takes place.

The imports of motor wagons for the fiscal year ending March 31, 1919-20, are given as 1,229 against 8 in the previous year and 15 in 1918-19. For the first two months of the fiscal year 1919-20, the imports of motor wagons are given as 224.

MOTOR CYCLES

In India there has been a good demand for motor-cycles, the trade in which is fairly well divided between British and American makes. For the fiscal year ending March 31, 1920, 2,332 motor-cycles were imported, of which 1,259 originated in the United Kingdom, and 1,014 in the United States. For the first two months, April and May, of fiscal year 1920-21, the motor-cycles imported totalled 737, of which 420 were supplied from the United Kingdom and 300 by the United States.

CYCLES

There is a very good business done in India in bicycles and accessories. The imports of bicycles for the year ending March 31, 1920, amounted to a value of over Rs. 19 lacs, and the accessories to another Rs. 13 lacs, or a total of over Rs. 32 lacs. In 1913-14 the imports only amounted to Rs. 1,27,00,000. For the two months ending May 31 of fiscal year 1920-21 the supplies of cycles and spare parts brought in were valued at something over Rs. 13 lacs, or nearly half the total imports in 1919-20. What was said in regard to the use of motor cars applies equally to cycles: that owing to the extreme heat, what is wanted is an easy mode of locomotion, and the bicycle affords much more expeditious means of getting about than walking. It also saves an immense amount of exertion, which is of great importance in the Indian climate.

The business in bicycles is likely to be steady and continuous, and as they are neither made nor even assembled in the country, all requirements will have to be met abroad. While the American motor cycle is popular in the Middle East, the bicycle of that country does not seem to have taken with the public, so that the imports come almost entirely from the United Kingdom. The Birmingham bicycle is well known in India, and is believed to be reliable, and, as has been already stated, the Indian public, being very conservative and going largely on marks, prefers to purchase some make that they know. However, there is no reason why a Canadian bicycle, providing it can compete in price, should not make at least a very good attempt to establish itself on the market, and probably with aggressive methods it could be made to succeed.

As the demand for cycles is good, so also is that for tires and accessories. These, like bicycles, are purchased almost entirely in the United Kingdom.

MOTOR TIRES

The imports of tires for motor cars, motor lorries and motor cycles amounted in the year ended March 31, 1920, to 126,811, which shows an increase over the two

previous years of about 24,000. Of this the United Kingdom supplied 47,000, the United States 40,000, France 19,000, and Italy 14,000. For the first two months (April and May) of fiscal year 1920-21 the imports were 40,632, of which the United Kingdom supplied 11,000, Italy 17,000, the United States 5,000, and France between 5,000 and 6,000. It is interesting to note the advance made by Italy in this trade, which for the two months just referred to were 3,000 more than for the whole of the previous fiscal year.

The competition in motor tires appears to be exceedingly keen, and importers are not at all desirous of taking up new marks—a condition that will continue while the present depression in the motor trade lasts. No doubt, however, a Canadian tire that can compete with those from other countries could, if it were aggressively and perseveringly pushed, eventually secure a share of the trade. But it would be folly to minimize the difficulties of the market particularly at the present time; for owing to the slackening in demand for motor cars, the trade in tires has naturally declined in sympathy. The only Canadian tires which are known in the Indian market are those which have come over on Canadian cars.

MOTOR LAUNCHES

The demand for motor launches is not extensive, but so far as can be learned is fairly steady. The average size is for boats of about 20 to 30 feet suitable for use on rivers such as the Ganges, the Brahmaputra, etc. Very few launches are imported complete, the engines being usually imported and the hulls built locally.

In other parts of the world where a good deal of carrying is done by river craft, comparatively small-power engines have been installed to replace or supplement manpower, but little of this has taken place in India, and it is not likely to do so, while labour remains so cheap. Very few of the owners of river crafts could possibly afford to install a motor engine, even if it would pay them to replace them with man power. However, as there is a certain demand for launch engines, and one that may increase, it would be advisable for Canadian manufacturers to place themselves in touch with importers on this side.

POSTPONEMENT OF BRITISH DOMINIONS EXHIBITION IN LUCERNE, SWITZERLAND

The British Dominions Exhibition which was to be held in Lucerne, Switzerland, from July 10 to September 30, 1921, the plans of organization of which were published in *Weekly Bulletin* No. 886, page 158, has been postponed until next year.

NEW BRITISH BILL FOR PROTECTION OF "KEY" INDUSTRIES

(Cablegram from Consul General R. P. Skinner, London, Mar. 31, 1921, in the *United States Commerce Reports*.)

The British Government has issued formal proposals to Parliament for the protection of key industries and the prevention of dumping. The plans contemplate a customs duty of 33½ per cent ad valorem for 5 years on articles produced by key industries, especially scientific instruments, optical glass, hosiery, magnetos, needles, metallic tungsten, synthetic organic chemicals, except dyestuffs, and all other fine chemicals. The Board of Trade may add to this list goods falling within the above classification. A further duty of 33½ per cent may be added to any other duties on articles which are sold or offered for sale at prices below the production cost, or at prices which because of currency depreciation are below the prices at which similar goods can be produced in the United Kingdom. The Board is authorized to issue orders specifying such goods from time to time. The official text of the bill is being forwarded by mail.

MARKET FOR CERTAIN CANADIAN PRODUCTS IN THE LIVERPOOL DISTRICT

J. FORSYTH SMITH, CANADIAN TRADE COMMISSIONER

Strawberry and Raspberry Pulp

Liverpool, March 24, 1921.—At the request of shippers of British Columbia, an investigation was made as to the possibility of selling raspberries and strawberries to jam manufacturers of the Liverpool district. It was proposed to ship the berries in 4-gallon tins or 40-gallon barrels, and in a frozen condition, or, alternatively, as fruit pulp.

British manufacturers have, for some time, been importers of raspberry and strawberry pulp from Australia, and of apricot pulp from Spain and California, but have had no experience with frozen berries, and, while considerable interest was manifested in the proposition, it was the general view that no business could be done until there had been an opportunity to inspect samples and test the product. Some doubt was also expressed as to the possible deterioration of the berries through the freezing process, and as to the possibility of handling a frozen product to advantage, in view of the general lack of cold storage facilities in connection with jam factories. These are points on which successful business would depend, and which can only be settled by test shipments. Much would also depend on delivered prices, and the price situation, in turn, would be dependent on the British berry crop, and the demand for jam.

On the whole, it is likely that it will prove more satisfactory to ship the berries in the form of pulp, for the following reasons:—

1. Imported pulp is very largely used by jam manufacturers for carrying on the work of their factories at seasons when fresh berries are not available. Pulp could be sold and shipped at any time of the year. Frozen berries would have to be shipped in June or July, a season which corresponds very closely with the British berry season, and would have to be used at once, as it would be impossible to keep them for any length of time under refrigeration conditions. They would thus meet the direct competition of the fresh berries, very much to their disadvantage.

2. As a new and unknown product, it will be impossible to place orders for frozen berries, without providing samples for inspection and testing. However successful shippers might be in delivering car-lot shipments of a refrigerated product, in a sound condition, it would be very difficult, if not impossible, to deliver frozen samples that would give a fair idea of this method of shipment. Samples of the pulp would no doubt also be required, but there would be no difficulty in furnishing these.

Fruit pulps in general are not sold direct to the jam manufacturers, but are dealt with by distributing firms located at the ports, and it is believed that it will be advisable for Canadian shippers to make similar arrangements for the handling of their product.

There is no demand at all for blackberry pulp, one of the fruits offered, but it should be possible to work up a good business in strawberry and raspberry pulp.

Macaroni

Canadian macaroni is well known and highly appreciated on the Liverpool market, and in fact under present conditions, when Italian manufacturers are precluded from using more than 60 per cent wheat in their product, some Canadian brands are pronounced by firms who are handling them to be the best on the market. Just at present, on account of the general drop in food values, conditions are not particularly favourable for importations of the product, but Canadian macaroni has made a very favourable

impression on the trade, and the outlook for the future is very promising. Wholesale prices per 112 pounds, at this date, are 57s. to 61s. 6d.

With regard to packages, macaroni from transatlantic sources is now coming forward in cases of 20 pounds to 22 pounds loose, and in cases of 28 to 30 pounds for macaroni packed in 1¹-pound packages. As all quotations in the United Kingdom are based upon the English hundredweight of 112 pounds, it is considered by importers that there would be a decided disadvantage in packing both loose and package macaroni, 28 pounds, or one-fourth of a British hundredweight, to the case.

The names of macaroni importers in the Liverpool district may be obtained from the Department of Trade and Commerce, Ottawa.

Closet Seats

There is a demand in the Liverpool territory for closet seats, which in prewar days have been very largely imported into this country. Some of the most popular lines are the ring seat, in whitewood or stained mahogany; the single extension seat in whitewood, polished and unpolished birch, polished and stained oak, and stained mahogany, and the double extension seat in stained and polished hardwood. As an indication of market possibilities, it may be said that the manufacturers' price of the latter to-day is 16s. 6d. each.

[A detailed report on the Market for Closet Seats in Great Britain, by Mr. Norman D. Johnston, which contained illustrations of the ring, single extension, and double extension seats, was published in *Weekly Bulletin* No. 891, page 361.]

CONDITION OF THE IRON AND STEEL TRADE IN ENGLAND

TRADE COMMISSIONER J. E. RAY

Manchester, March 17, 1921.—In an endeavour to stimulate demand, and in a measure to meet competition emanating from certain foreign countries, reductions in many lines of iron and steel manufactures have recently taken place. Northampton forge is now selling at £8 at the furnaces, and foundry iron at £8 15s. per ton. Staffordshire unmarked bars have fallen £2 per ton, the present selling price being £24 10s. The Lancashire price is £22 per ton.

Owing to keen competition from Belgium, nut and bolt iron has fallen to £22 per ton. Gas strip records a reduction of £1 per ton, the price now being £26.

A fall of £3 per ton on steel strips and hoops has brought the ruling price to \$20. Steel prices are steadily falling. Belgian billets are offered in the midland counties of England at £9 per ton.

A further decline in the values of black and galvanized shetes took place last week, which left the prices at £20 and £24 10s. per ton respectively.

In the Cleveland iron district the general slump in trade has been keenly felt, with the result that the ironmasters have decided to cut prices. Further, the influx of Belgian (and probably German) pig-iron, which is considerably cheaper than the Cleveland product, has had a deterrent effect on the sales of the latter district. A fall of 75s. per ton since the end of last year is recorded in connection with Cleveland pig-iron. No. 1 is now £7 15s.; No. 3 G.M.B., £7 10s.; No. 4 foundry, £7 9s.; No. 4 forge, £7 7s. 6d.; mottled £7 7s. 6d.; and white iron, £ 5s.—all for domestic consumption. For export an additional 5s. per ton is added. Belgian pig-iron is said to be offered at £7 per ton delivered.

The drop in hematite values has brought No. 1 down to £9 2s. 6d., and mixed numbers down to £9 per ton.

CANADIAN PIANOS IN SCOTLAND

TRADE COMMISSIONER GORDON B. JOHNSON

Glasgow, March 21, 1921.—Canadian pianos on sale in this market possess many admirable features and compare very favourably with English and German makes. It is gratifying to observe this, and to see the result of this important branch of Canadian industry in the finished article standing alongside competitive makes.

The market is quiet at present in common with most other trades, particularly those which are most affected in periods of depression such as the world is now undergoing.

It is perhaps unnecessary to say that the greatest opportunity for an outlet for pianos in this country is in a good sound article at a comparatively cheap price. Pianos laid down in Glasgow at a price to the importer of £50 to £55 have the readiest chance of attracting customers. It is stated by one of the largest importers and dealers in Scotland that Canadian prices are too high. Adverse exchange and freights partly account for this, but both are in course of improvement, and in manufacture itself prices might be materially reduced without impairing the quality of the instrument.

For example, in one make of comparatively low price four heavy posts of hardwood are used at the back of the case as a structural support. It is said that these are not needed, a much lighter form of construction, and of pine wood, being quite sufficient, resulting in a considerable reduction in cost.

In another Canadian make, the case is built of 5-ply wood, evidently with the object of protecting the instrument against the extremes of temperature experienced in Canada. Such construction is not needed here for that purpose, and apparently a 3-ply casing could be adopted.

In the matter of varnishing and polishing there is an opportunity not only for a reduction in manufacturing costs, but also for a considerable improvement in quality. This is a most important point, as the American system used in Canada is distinctly inferior in its result to the practice in vogue in England and Germany. The Canadian pianos on view here can be easily scratched with the thumb nail, while the English and German makes have such a hard finish that it is difficult if not impossible to make any impression on it. On these instruments French polish is used. The French system consists in oiling the bare surface, then filling it in until all pores are closed up. Afterwards it is varnished with thick varnish, allowed to stand until hard, and then sand-papered. This varnishing and sand-papering is repeated three times. The next operation is finishing off in thin varnish of spirits and oil. It is stated that the Canadian method of varnishing costs \$25 to \$30, whereas the French system would cost \$10 to \$12. Canadian manufacturers who have been advised by importers here to use the French method have replied that French polishers cannot be had in Canada. They are available in Glasgow and could no doubt be induced to try their fortunes in Canada.

The question of design in external features is an important one. What suits Canadian taste in this respect is not necessarily appreciated in this country. The only difference which arrests the attention is the portion of the case which closes over the keyboard. The Canadian design in this feature is squared in section, and works on two sets of hinges. The easily-marketable piano here must be rounded in section and work on one set of hinges. A change in this respect to suit the taste of the buying public would affect sales favourably.

CONDITION OF CANNED FRUIT MARKET IN MANCHESTER DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, March 23, 1921.—Several wholesale provision importers were interviewed yesterday in order that authentic information might be obtained regarding the present condition of the canned fruits market, and the future demand. Apparently the trade is in a far from satisfactory condition, and no one is in a position to say when supply and demand will become stable again. Consumption has fallen off considerably, due to unemployment among the consumers of canned apricots and pears particularly. Pine apples and peaches seem to be the only fruits for which there is a fair demand.

It is understood that the British Government and the American Canteen Board recently liberated extensive stocks, which were auctioned at exceptionally low prices. The result is that apricots have been disposed of by wholesalers at considerable loss, the price being as low as 9s. (second standard) per dozen ex store, nominally 2½-pound tins. Pears are offered at from 22s. to 24s. per dozen on large parcels.

Last year the consumption of canned fruits declined to a marked degree, consequently the retailers are still holding stocks purchased at the higher prices then ruling, and they are averse to cutting their losses by selling at a price likely to stimulate demand. A few stores, however, are inclined to sell on a smaller margin of profit.

None of the importers interviewed cared to offer encouragement to Canadian canners at present; but they admit that if retail prices fall, and there dawns a general trade revival, consumption may steadily advance to normal conditions during next autumn and winter.

The following are current quotations on a number of fruits:—

Pears

		s.	d.
Cases	Californian, 48/1½'s "Pratt Low".....	13	6
"	Canadian, 24/nom. 2's.....	16	0
"	Bartlett, 24/2½'s.....	26	0
"	Bartlett (Finest), 24/2½'s.....	28	0

Peaches

Cases	"Pratt Low," 48/1½'s flats, per dozen.....	8	3
"	"Hunt's Hesperian," 24/2½'s, per dozen.....	15	0
"	Hunt's Royal Arch," 24/2½'s, per dozen.....	19	0

Apricots

Cases	"American," 48/1½'s, per dozen.....	8	3
"	Extra Standard, 24/2½'s, per dozen.....	13	0

Apples

Cases,	finest, each six tins, per dozen.....	34	0
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Sales of the smaller kinds of canned and bottled fruits—cherries, raspberries, strawberries, etc.—are meagre at the time of writing.

REPORT OF IMPERIAL SHIPPING COMMITTEE

In transmitting to the Department of Trade and Commerce a copy of the report of the Imperial Shipping Committee on "The Limitation of Shipowners' Liability by Clauses in Bills of Lading and on Certain Other Matters Relating to Bills of Lading," Mr. Harrison Watson, Canadian Trade Commissioner in London, states that the Committee has unanimously recommended the adoption of uniform legislation throughout the Empire, modelled—with certain additional provisions—upon the Canadian Water Carriage of Goods Act, 1910, which they consider to embody the latest experience.

RUBBER BOOTS AND SHOES: INCREASING DEMAND IN THE UNITED KINGDOM

TRADE COMMISSIONER J. E. RAY

Manchester, March 14, 1921.—In conversation yesterday with a number of importers of rubber boots and shoes, it was learned that the consumption of those commodities had advanced considerably in the United Kingdom during the last two or three years. Whether the demand will continue or not, merchants cannot tell; but it is apparent that this particular kind of footwear is more popular with the public than was the case in prewar days.

In connection with the imports, a gratifying feature is the very large increase in purchases from Canada, which, from 66 dozen pairs in 1913, rose to 79,012 dozen pairs in 1919. Statistics relating to imports from the same source last year are not yet available. Purchases from the United States, the main source of supply, advanced from 65,806 dozen pairs in 1913 to 91,378 dozen pairs in 1919. It should be noted that imports from the latter country in 1916 were 204,122 dozen pairs compared with 43,840 dozen pairs received from Canada, and in 1917 they were 120,358 dozen pairs compared with Canada's contribution of 14,889 dozen pairs.

The total imports of the United Kingdom in 1920 were 280,481 dozen pairs, compared with 95,771 dozen pairs in 1913.

GOLOSHERS INQUIRED FOR

One Manchester firm interviewed, having extensive connections, inquire for a Canadian manufacturer of goloshes who would be prepared to appoint them as sole representatives for the north of England. (See Trade Inquiry No. 2887, on page 603 of this issue of the *Weekly Bulletin*.)

NEW PREFERENTIAL TARIFF OF THE BAHAMAS

The new preferential tariff of the Bahama Islands has been printed in leaflet form and will be sent to interested Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa. The preference is 25 per cent off the general tariff on nearly all commodities imported from Canada.

PORT OF ALEXANDRIA, EGYPT

Of the total export and import trade of Egypt 88.84 per cent passed through the port of Alexandria in 1913. Raw cotton is the principal export, and constitutes about 80 per cent of the total. Manufactured cotton goods, woollen textiles, machinery, timber, and coal are the chief imports. Besides being the commercial emporium of Egypt, Alexandria has important industries, especially those devoted to cotton pressing, and cigarette making. Population (1917), 444,617.

The harbour of Alexandria is formed by a chain of reefs extending in nearly a straight line for a distance of 4½ miles. There are four channels through these reefs. The harbour proper is sheltered by two converging breakwaters, the Outer and the Quarantine breakwater, with an entrance between them of 437.4 yards. The harbour is divided into two parts, separated by the coal quays and the inner breakwater. That part to the east is termed the Inner Harour, and that to the west the Outer Harbour. The total area of the water surface of the harbour proper is 1,863 acres.

An illustration of the harbour of Alexandria is published on the front page of this number of the *Weekly Bulletin*.

CONDITION OF THE TIMBER TRADE IN THE MANCHESTER DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, March 16, 1921.—In many quarters of the United Kingdom there is in evidence a good deal of nervousness regarding the immediate future trend of the timber trade. In some centres conditions are more stable than in others, but there exists a general opinion that prices must fall considerably in order to increase the demand. Some of the new states of Central Europe were dumping timber into the United Kingdom during February at prices with which neither Scandinavia nor Canada could hope to compete. One firm interviewed yesterday, however, was not impressed by the quality. It is reported that the stocks held by many Norwegian mills are very large, and that unless orders are forthcoming the mills may be forced to discontinue producing for a time.

The values of spruce appear to be depreciating. Recently, Halifax 2 by 6 unassorted fetched £20 and St. John 2 by 4 £23 10s. Quebec seconds 3 by 6 have commanded £27 10s., and 3 by 9 firsts £48 10s.

CONDITIONS IN MANCHESTER

Commenting upon the condition of the timber trade in Manchester, the *Timber Trades Journal* in its current issue says:—

“The state of affairs in the timber trade goes from bad to worse. In fact, one could almost describe it as a panic. For a time importing should cease, and if needs be, terms could be arranged with the brokers, who are the only people at the present time to benefit by imports.

“So far as sales go, there are very few, and every inquiry is keenly cut, for in many cases goods are offered at £8 to £10 below cost price in the hope of turning the stuff over.”

IMPORTS OF PINE, SPRUCE, FIR, SAWN OR SPLIT, PLANED OR DRESSED, 1913, 1919, 1920

Chief Countries of Origin—	1913 Loads	1919 Loads	1920 Loads
Russia.....	3,331,872	1,024,300	1,191,364
Sweden.....	1,366,780	1,611,534	1,780,630
Norway.....	294,033	400,174	304,164
United States.....	460,525	412,419	331,919
Canada.....	888,951	1,109,338	834,772
Total imports from all sources	6,451,023	4,568,901	4,531,740

In connection with imports of the above timber, there is an item in the Board of Trade returns under the heading “Unenumerated,” of which 46,315 loads were brought in from Canada in 1919. The quantity imported last year is not stated.

EMBARGO ON RICE IMPORTATIONS INTO CUBA

With reference to the article which was published in *Weekly Bulletin* No. 870 (October 4, 1920), by Mr. H. A. Chisholm, Canadian Trade Commissioner in Havana, on the “Embargo on Rice Importations into Cuba,” Mr. G. L. Gonz Hoyeula, office of the Canadian Trade Commissioner, writes, under date March 23, 1921, that the embargo has just been extended by a Presidential Decree until 80 per cent of the rice stock existing at present has been disposed of. For this purpose Cuban Consular Agents abroad are not permitted to visé documents relative to rice exportations to that country until so notified by the Department of Agriculture, Commerce and Labour.

PRINCIPAL COUNTRIES REDUCE THEIR ADVERSE TRADE BALANCES WITH THE UNITED STATES

By FREDERICK HUDD, DOMINION BUREAU, NEW YORK CITY

The post-war readjustment of the foreign trade of the United States is being marked by striking decreases in the adverse trade balances of some of the principal countries, as shown in the returns of United States trade for the seven months ending January, 1921, in the *Monthly Summary of Foreign Commerce*.

Canada's adverse balance of trade with the United States for the period remained practically stationary, while the other principal countries, with the exception of Germany, effected notable decreases. The United Kingdom's adverse balance of trade with the United States was reduced by about one-third and France reduced her adverse balance by \$60,000,000, while Germany's adverse balance increased \$100,000,000. The adverse balance of the whole of South America was reduced from \$255,000,000 to \$47,000,000.

The following table shows the relative totals of the export and import trade of foreign countries carrying on the largest trade with the United States, for the seven months ending January, 1921. The respective adverse balances of trade are shown and compared with the balances for the corresponding period of the seven months ending January, 1920.

	Exported to United States		(000,000 omitted) Imported from United States		Adverse Balance of Trade	
	1921	1920	1921	1920	1921	1920
Canada.. . . .	\$385	\$320	\$548	\$ 484	\$163	\$ 164
United Kingdom	222	266	926	1,356	704	1,090
France.. . . .	90	102	357	430	267	328
South America.. . . .	353	500	400	245	47	255
Germany.. . . .	59	15	243	99	184	84

The favourable balance of United States trade for the seven months ending January was \$2,095,000,000.

The trend of United States trade with the world and the increasing importance of Canada in relation thereto are illustrated in this table. The total export trade of the United States in the period was \$4,638,000,000. Of this total \$548,000,000 or more than one-eighth was exported to Canada. Canada bought nearly \$150,000,000 more from the United States than the whole of South America bought from the United States, more than one-half what the United Kingdom bought, and nearly one-fifth of what the whole of Europe bought from that country.

United States imports for the seven months ending January were \$2,543,000,000. Of this total \$385,000,000 or one-eighth was imported from Canada. Canada sold over \$30,000,000 more to the United States than the whole of South America sold to the United States, nearly double what the United Kingdom sold, and more than one-half of what the whole of Europe sold the United States.

INVOICE REQUIREMENTS FOR NEW ZEALAND

The Department of Trade and Commerce has published a leaflet on the subject of invoice requirements for New Zealand, showing the form of certificate of origin called for where preferential rates of duty are claimed, together with some other regulations respecting shipments to New Zealand. Copy of this leaflet will be forwarded on request to any Canadian firm interested in the export of goods to New Zealand.

PROPOSED BILL AFFECTING FOREIGN BANKS IN ARGENTINA

A cablegram received from Buenos Aires, dated March 28, 1921, and published in the *United States Commerce Reports*, states that a bill has been presented to the Argentine Congress which provides for a more rigid inspection of the banks. One of the provisions also would impose 20 per cent tax on the net profit of foreign banks if established since December, 1919.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the Victorian Government Railway Department, Melbourne, and by the Commonwealth Postmaster General's Department. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer file No. 26137).

Tenders, in conformity with the specifications, should be addressed respectively to the Secretary, Victorian Government Railways, Melbourne, Australia, and to the Deputy Postmaster General, Perth, Western Australia.

Particulars of the requirements are briefly outlined thus

VICTORIAN GOVERNMENT RAILWAYS DEPARTMENT

No.	Date of Closing	Particulars.
33901	June 15, 1921.. . . .	Manufacture, supply and delivery of 50 track and signal transformers, including oil, as specified.

POSTMASTER GENERAL'S DEPARTMENT

No.	Date of Closing.	Particulars.
W.A. 704	May 25, 1921.. . . .	Supply and delivery of 6,950 black iron "U" bolts; 73 cast iron distributing cable boxes; 13,638 wrought iron braces, 20 inch x 1½ inches x ½ inch; 720 black iron combiners, 16½ inches x 1½ inches x 3-16 inches; 19,494 feet cast iron conduit pipe spigot and socket ends, 3 inches internal diameter; 21 cast iron, flanged, 3-way, split couplings, 6 inches internal diameter; 25 cast iron, flanged, straight, split couplings, 3 inches diameter; 9,020 feet galvanized iron piping, 1½ inches and 2 inches internal diameter, in random lengths from 10 to 15 feet; 1,400 tubular iron or steel poles, 20 feet long; 2,400 galvanized iron bridle rings; 26,430 galvanized steel insulator spindles; 1,670 galvanized iron stay-rods, 6 feet x ¾ inch; to drawings and as specified.

New Zealand

Copies of tender forms and specifications have been received from Mr. W. A. Beddoe, Canadian Government Trade Commissioner, Auckland, N.Z., for equipment required by the Public Works Department, Wellington, as follows:—

(1) In connection with the Lake Coleridge electric power supply scheme: two condensers, each 50 K.V.A.; two condensers, each 100 K.V.A.; two condensers, each 200 K.V.A.

(2) In connection with the Waikato electric power supply scheme: ten single-phase transformers, 250 K.V.A.

Forms of tender, specifications and conditions of contract may be obtained upon application to the Department of Trade and Commerce, West Block, Ottawa.

Tenders, which should be addressed to the Secretary, Public Works Tender Board, Government Buildings, Wellington, close at noon on June 28, 1921.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING APRIL 6, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending April 6; those for the week ending April 30 are also given for the sake of comparison:—

		Parity.	Week ending March 30 1921.	Week ending April 6, 1921.
Britain.. . . .	£	1.00	\$4.86	\$4.4289
France.. . . .	Fr.	1.	.193	.0793
Italy.. . . .	Lira	1.	.193	.0467
Holland.. . . .	Florin	1.	.402	.3899
Belgium.. . . .	Fr.	1.	.193	.0828
Spain.. . . .	Pes.	1.	.193	.1582
Portugal.. . . .	Esc.	1.	1.08	.0957
Switzerland.. . . .	Fr.	1.	.193	.1958
Germany.. . . .	Mk.	1.	.238	.0179
Greece.. . . .	Dr.	1.	.193	.0873
Norway.. . . .	Kr.	1.	.268	.1835
Sweden.. . . .	Kr.	1.	.268	.2657
Denmark.. . . .	Kr.	1.	.268	.2027
Japan.. . . .	Yen	1.	.498	.5434
India.. . . .	R.	1.	2s.	.2956
United States.. . . .	\$	1.	\$1.00	1.1262
Argentina.. . . .	Pes.	1.	.965	.8658
Brazil.. . . .	Mil.	1.	.4850	.1689
Roumania.. . . .	Lei	1.	.193	.0155
Jamaica.. . . .	£	1.	4.86	4.4430
Shanghai, China.. . . .	Tael	1.	.631	.7320
Batavia, Java.. . . .	Guilder	1.	.402	.3772
Singapore, Straits Settlements.. . . .	\$	1.	.49	.5124
Barbados.. . . .	\$	1.	1.	.92 - .94½
British Guiana.. . . .	\$	1.	1.	.92 - .94½
Trinidad.. . . .	\$	1.	1.	.92 - .94½
Dominica.. . . .	\$	1.	1.	.92 - .94½
Grenada.. . . .	\$	1.	1.	.92 - .94½
St. Kitts.. . . .	\$	1.	1.	.92 - .94½
St. Lucia.. . . .	\$	1.	1.	.92 - .94½
St. Vincent.. . . .	\$	1.	1.	.92 - .94½
Tobago.. . . .	\$	1.	1.	.92 - .94½

CANADIAN MOTOR CARS MAY ENTER ITALY WITHOUT LICENCE

It is announced in the *Bulletin of the Federation of British Industries* that the Italian customs authorities have now been empowered to authorize the unrestricted importation without license of the following articles:—

Globes for electric and incandescent lamps.

Globes and bulbs of glass having an outlet for vapour or liquids.

Automobiles of proved British origin shipped from Great Britain.

The removal of import restrictions on the articles listed above applies to Canada as well as to the United Kingdom.

CATALOGUES OF AGRICULTURAL AND OTHER MACHINERY IN BELGIUM

The Canadian Government Trade Commissioner for Brussels has forwarded to the Department of Trade and Commerce a complete set of catalogues of agricultural and other machinery as shown at the recent exhibition of agricultural implements in Brussels.

These catalogues show clearly the various types of agricultural machinery in use in Belgium and are open to examination by interested manufacturers at the Exhibits and Publicity Bureau, corner of Kent and Wellington streets, Ottawa.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, and THE WOODSTOCK BOARD OF TRADE.

Beef Cattle

2872.—A firm in Liverpool, England, whose buyer is sailing for Canada immediately, require 1,500 beef cattle. Offers are wanted.

Food Products

2873. **Provisions.**—A London firm of provision merchants seek agencies for Canadian exporters of bacon, lard, butter, cheese, and eggs.

2874. **Flour, canned goods, produce.**—A London firm handling produce of all kinds wish to act as agents for Canadian shippers of flour, canned goods, produce.

2875. **Rolled oats.**—A Liverpool firm ask to be placed in touch with importers of rolled oats.

2876-2877. **Fruit-pulp.**—Two Liverpool firms ask to be placed in touch with producers of strawberry and raspberry pulp, with a view to acting as distributors on shipper's account.

2878. **Fruit-pulp.**—A Liverpool firm are prepared to handle raspberry or strawberry pulp on shipper's account, or to consider selling offers.

2879. **Flour.**—Belgian agent desires to make preliminary arrangements with Canadian flour mills for the importation of Canadian flour about September, in the event of the flour trade being free by that time.

2880. **Evaporated apples.**—A firm of importers in Holland desire to enter into communication with exporters of dried and evaporated apples in cases and barrels who are in a position to do a large business.

2881. **Wheat.**—A firm of importers in Italy who act as suppliers of grain to the Italian Government wish to get into communication with Canadian firms, preferably those having branch offices in London, who are in a position to supply Manitoba or Red Winter wheat. Immediate shipment of from 6,000 to 7,000 tons is required, with a probability of six similar shipments before next winter.

2882. **Cereals and foodstuffs.**—A house in Naples wish to buy on their own account cereals and all kinds of foodstuffs.

2883. **Flour and grain.**—A company in Abo, Finland, wish to import flour, wheat, and rye direct from Canada, and invite offers from Canadian millers and shippers.

2884-2886. **Provisions.**—Three firms of provision dealers at Zagreb, Yugo-Slavia, would be interested to receive particulars from Canadian exporters of alimentary products.

Miscellaneous Products

2887. **Goloshes.**—A Manchester firm inquire for a manufacturer of goloshes open to appoint agents to cover the north of England. The firm in the past has handled large quantities of Canadian rubbers and have excellent connections.

2888. **Agencies in Belfast.**—An agent and broker in Belfast, Ireland, wishes to be put in touch with Canadian merchants and manufacturers desirous of opening up or increasing their business in the following commodities: cheese, soaps, wheat, timber, canned goods (all kinds), proprietary lines, chemicals.

2889. **Closet seats.**—A Liverpool firm ask for quotations on polished and unpolished birch, polished stained oak, and stained mahogany closet seats.

2890. **Closet seats.**—A Liverpool firm inquire for plain ring, single extension, and double extension closet seats in stained and polished hardwood.

2891. **Electric fans for steamships.**—A Liverpool firm make inquiry for electric fans for steamships.

2892. **Electric heating and cooking apparatus.**—A Liverpool firm are interested in offers of the above.

2893. **Representation in South Africa.**—The managing director of an important firm of manufacturers' agents, with numerous branches in South Africa and Natal, will arrive in Canada shortly and desires to get into communication with Canadian manufacturers with a view to representation. He has a thorough knowledge of South African trade and has been a manufacturers' agent for about fifteen years; is principally interested in textiles, clothing, carpets, linoleum, hardware and similar goods, but would also consider agencies for paper and other lines.

2894. **Lumber.**—A Turin house state their desire to hear from Canadian firms wishing to export lumber to Italy.

2895. **Cellulose.**—A most important paper mill is anxious to receive offers from Canadian firms manufacturing wood-pulp.

2896. **Cellulose.**—An important paper mill at Besozzo Como wish to purchase cellulose in Canada.

2897. **Cellulose and other raw materials for paper mills.**—A house in Turin would be disposed to negotiate with Canadian houses.

2898. **Raw materials for the manufacture of paper.**—A most important paper mill at Milan ask for Canadian writings and quotations in raw materials.

2899. **Colours in powder, varnishes, brushes, etc.**—An old-established house in Milan would be glad to consider offers from Canadian firms doing business in colours, varnishes, etc.

2900. **Ship chandlers' supplies.**—An important firm in Genoa are anxious to get in touch with Canadian firms willing to open up business connection with Italy.

2901. **Wood-pulp, lumber, metals.**—An important Milanese firm of commission agents are willing to hear from Canadian firms dealing in wood-pulp, lumber, metals.

2902. **Wood-pulp.**—An important paper mill of Verzuolo would be glad to purchase wood-pulp from Canada.

2903. **General merchandise.**—A large house of import and export agents are prepared to consider offers from Canadian firms wishing to do business in general merchandise with Italy.

2904. **Industrial and agricultural machinery, safes, etc.**—A Sicilian firm would be glad to hear from Canadian houses dealing in industrial and agricultural machinery, safes, etc. This firm is also disposed to represent Canadian firms.

2905. **Tropical and mineral products.**—An old-established house of commission agents in Milan would be glad to represent Canadian firms who are exporters of tropical and mineral products.

2906. **Sporting goods.**—A Genoese firm wish to buy sporting goods in Canada.

2907. **Asbestos, leather belting, electrical material, and other technical articles.**—A Milanese house are anxious to open up correspondence with Canadian firms.

2908. **Machinery, rubber goods.**—A firm in Milan would like to establish relations with Canadian firms exporting machinery and rubber goods.

2909. **Foodstuffs, clothing, household utensils.**—A very important co-operative society in Milan would be glad to receive offers from Canadian exporters.

2910-2911. **Paints and dyes.**—Two dealers in paints and dyes at Belgrade, Jugo-Slavia, would be interested to receive particulars from Canadian exporters of these lines.

2912. **Trade with Jugo-Slavia.**—A firm in Belgrade, Jugo-Slavia, with an office in New York, would be interested to hear from Canadian exporters desirous of appointing representatives for Jugo-Slavia.

2913. **Hardware and metals.**—A firm in Belgrade, Jugo-Slavia, would be interested to hear from Canadian exporters of hardware, iron and steel, and other metal lines, and agricultural implements.

2914-2915. **Trade with Jugo-Slavia.**—Two importing firms in Dubrovnik, Dalmatia, would be interested to hear from Canadian exporters desirous of developing trade with that market.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From St. John

To LIVERPOOL.—*Victorian*, C.P.O.S. Line, about April 15; *Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about April 15; *Empress of France*, C.P.O.S. Line, about April 22; *Melita*, C.P.O.S. Line, about April 27.

To LONDON.—*Tunisian*, C.P.O.S. Line, about April 21.

To GLASGOW.—*Bolingbroke*, C.P.O.S. Line, about April 15.

To MANCHESTER.—*Manchester Shipper*, Manchester Liners, about April 26.

To SOUTHAMPTON.—*Corsican*, C.P.O.S. Line, about April 16.

To DUBLIN.—*Fanad Head*, Head Line, about April 25.

To AVONMOUTH.—*Bolingbroke*, C.P.O.S. Line, about April 15.

To BELFAST.—*Lord Antrim*, Head Line, about April 15; *Fanad Head*, Head Line, about April 25.

To ANTWERP.—*Corsican*, C.P.O.S. Line, about April 16.

To HAVRE.—*Tunisian*, C.P.O.S. Line, about April 21.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—A steamer, Houston Line, about May 20.

To AUSTRALIA AND NEW ZEALAND.—*Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about April 16.

To EASTERN AND FAR EASTERN PORTS.—*Halesius*, Houston Line, about April 20.

From Halifax

To NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about April 13.

To BRITISH WEST INDIES.—*Chignecto*, Royal Mail Steam Packet Company, about April 15.

To LIVERPOOL.—*Saturnia*, Anchor-Donaldson Line, about April 23; *Haverford*, White Star-Dominion Line, about April 25.

To MANCHESTER.—*Manchester Mariner*, Manchester Liners, about April 12.

To LONDON.—*Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about April 14.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO GLASGOW.—*Saturnia*, Anchor-Donaldson Line, about April 22.

TO PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Anchor-Donaldson Line, about April 23.

TO ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about April 14; *Sable I.*, Farquhar & Co., about April 24; *Rosalind*, Red Cross Line, about May 2.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Observer*, Canadian Government Merchant Marine, Ltd., about April 20.

TO HAVANA (CUBA).—*Canadian Sealer*, Canadian Government Merchant Marine, Ltd., about April 23.

TO RIO DE JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Canadian Volunteer*, Canadian Government Merchant Marine, Ltd., about April 20.

From Vancouver, B.C.

TO LIVERPOOL, LONDON, HULL, ROTTERDAM, AMSTERDAM, ANTWERP, HAMBURG, AND HAVRE.—*Moerdijk*, Holland-America and Royal Mail Lines, about April 15.

TO SYDNEY AND MELBOURNE.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUCKLAND, WELLINGTON, AND LYTTLETON.—*Canadian Winner*, Canadian Government Merchant Marine, Ltd., about April 15.

TO SINGAPORE AND CALCUTTA.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about May 10.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Statesman*, Harrison Direct Line, about April 11; *Centurion*, Harrison Direct Line, about May 22.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUSTRALIA AND NEW ZEALAND.—*Niagara*, Canadian-Australasian Royal Mail Line, about May 7.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about April 28; *Empress of Russia*, C.P.O.S. Line, about May 26.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about April 19; *Monteagle*, C.P.O.S. Line, about May 10.

MONEY, NOT GRAIN, SHOULD BE SENT IN RELIEF OF FAMINE IN CHINA

Mr. J. W. Ross, Canadian Trade Commissioner at Shanghai, in writing under date February 25, 1921, on the conditions that exist in the famine-stricken districts of China, which comprise the northern portion of Honan and the western part of Shantung and South Chili, states that it would be inadvisable for Canada to send grain to China. There is ample food in different parts of the country to supply all its needs at a cost much less than that at which foreign grain could be landed. There is abundance of wheat, kaoliang and millet in Manchuria, and all that is required is the money with which to purchase it and transport it to the famine districts. As a matter of fact, food in China is much less expensive just now than it has been in some former years; rice is actually falling in price in the Shanghai market, and Chinese flour is being shipped abroad all the time, but the country being so vast and transportation facilities so inadequate, the distribution of grain from one portion of the country to another is a difficult and slow process. Nevertheless, that can be done in much less time than it would take to transport food from Canada or the United States.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Gonçalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

South Eastern Europe.

L. D. Wilgress, Canadian Government Trade Commissioner, c/o Canadian Government Trade Commissioner, Via Carlo Cattaneo 2, Milan. *Cable Address, Care Canadian, Milan.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbejd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul General.

Colombia:
Bogota, British Consul General.

Ecuador:
Quito, British Consul General.
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

India:
Calcutta, Director General of Commercial Intelligence.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

(Revised to April 1, 1921)

NOTE.—Applications for copies should be addressed to the Deputy Minister, Department of Trade and Commerce, Ottawa, except as otherwise stated.

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Inspection of Water Meters Act (d). Lead Bounties Act. Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d). Zinc Bounties Act.

LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE. (CURRENT).

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
List of Licensed Elevators, etc.
Patent Office Record (Weekly) (a).
Weekly Bulletin, containing Reports of Trade Commissioners and other Commercial Information.
Annual Report of Weights and Measures, Electricity and Gas (d).

(MISCELLANEOUS)

Canada and the British West Indies (1915). (Out of print).
Canada the Country of the Twentieth Century (1915). (Out of print).
Canadian Economic Commission to Siberia (1919).
Canada-West Indies Conference (1920).
Dominion Grain Research Laboratory (1920).
Grain Inspection in Canada (1914).
German War and Its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
Report of Special Trade Commission to Great Britain, France and Italy—
(French and English), (1916).
Rules and Forms of the Canadian Patent Office (a).
Rules and Regulations made by the Board of Grain Commissioners.
Russian Trade (1916).
Trade after the War (1916).
Timber Import Trade of Australia (1917).
Trade between Canada and the British West India Colonies (1920).
Trade with China and Japan (1914).
Trading with Egypt (1921). (Price outside Canada, 35 cents).
Trade with Greece (1921).
Trade with South China (1918).
Trading with Spain (1920).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom (1918).
Toy Making in Canada, 1916.

PUBLICATIONS OF THE BUREAU OF STATISTICS (c).

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list see note (c).
Census of Canada (1911). VI Vols., Bulletins, etc.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital, (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal, prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Application should be addressed to: Director, Weights and Measures Service, Ottawa.

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Indian Market for Hardware and Paints

Butter Market Situation in Great Britain

State of Trade in Manchester District

Financial Stringency in Australia

Australia begins Trade Commissioner Service

New Zealand's Trade for 1920

Small Electric Motors Wanted in Japan

British West India Market for Fertilizers

Foreign Exchange Quotations

Trade Inquiries for Canadian Products

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA
THOMAS MULVEY
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

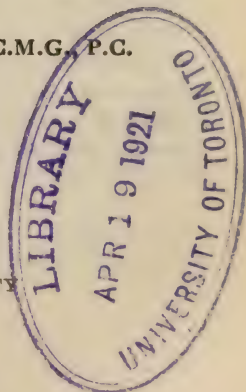


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, April 18, 1921

No. 898

INDIA AND THE MIDDLE EAST AS A MARKET FOR HARDWARE AND PAINTS

H. R. POUSSETTE, DIRECTOR, COMMERCIAL INTELLIGENCE SERVICE

[This is the seventh of the series of articles on the Markets of India and the Middle East. The following are the articles which have been already published with the numbers of the Bulletin in which they appeared: Provisions (No. 892); Wood and Timber and Paper (No. 893); Agricultural Machinery (No. 894); Iron and Steel Products (No. 895); Machinery and Parts and Mill Stores (No. 896); and Electrical Machinery and Automobiles (No. 897).]

[It should be noted that the nominal value of the rupee is now 2 shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. to 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000 rupees, and is written 1,00,000; a crore equals 100 lacs. In India the rupee is divided into 16 annas, and the annas are further subdivided into 4 pice and 12 pies. In Ceylon the rupee is divided decimally. One rupee is equivalent to \$0.324 at par of exchange. The pice is equivalent to \$0.0048 Canadian currency, at par of exchange. The pie is equivalent to \$0.0016. One anna, which equals 12 pies or 4 pices, is valued at par of exchange \$0.02.]

Hardware

The imports of hardware into India are of considerable importance, and in this variety of goods Canada should be able to compete. Hardware importations for the fiscal year ended March 31, 1920, amounted to over Rs. 4 crores, which at par rate of exchange is in excess of £4,000,000. Further the Indian Government also imported on its own account hardware (including agricultural implements and machinery and plated ware) to a value of over Rs. 87 lacs. The trade for this period reveals a considerable increase over the two previous years, while it is almost double that of 1917-18. The total imports for the first two months (April and May) of fiscal year 1920-21 amounted to Rs. 88 lacs.

GALVANIZED BUCKETS

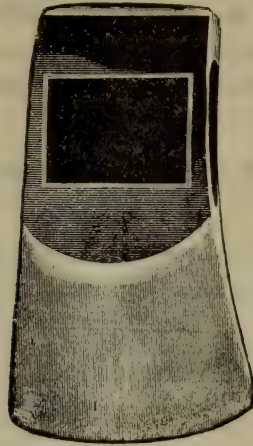
Canada has at various times exported galvanized iron buckets to this market, and although the trade is not of considerable importance, it is well worth cultivating. Galvanized iron buckets, it should be stated, are now made in India, and it is no doubt owing to this that a decrease in their importation for 1919-20 is to be remarked as compared with previous years.

BUILDERS' HARDWARE

The Dominion should certainly be able to secure a substantial share of the imports of builders' and domestic hardware, enamelware and hand tools. According to importers, samples of Canadian goods shown in India have met with their approval. It is more than likely indeed that in the course of the next year or two Canadian sales in this regard will attain to a substantial figure.

There is a demand for all types of hand tools. Axes produced in Canada are very suitable not only for this market but for the whole of the Middle East, as well as other hand tools such as hammers, chisels, saws, etc.

An illustration of an axe used in India is appended.



ENAMELWARE

Enamelled ironware from Canada is to be found in various shops in India, and it is satisfactory to note that the same bears a high reputation. Only two complaints were heard by the writer in regard to it; namely, that importers were unable to secure as large quantities of it as they desired, and that one shipment of nested buckets was so closely jammed together that it was found practically impossible to separate them without chipping the enamel.

Enamelware in the form of coagulating dishes, latex cups and buckets is very largely used on rubber estates. It is essential that these articles should be of the best quality, as, if the enamel becomes chafed or worn, the underlying metal is eroded by the acetic acid, which is mixed with the latex for coagulation purposes.

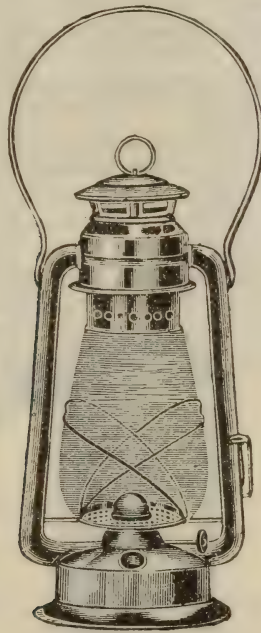
The wide use of enamelware can be observed by the imports, which amounted in fiscal year 1919-20 to practically Rs. 6 lacs, and is still more strikingly evidenced by those for April and May, 1920, when they amounted to over Rs. 9½ lacs. Enamelware is now extensively employed as a cheap substitute for brass vessels, which heretofore have been almost universally used throughout India. A certain amount of enamelware is made in the country, and it may in time compete with the cheap Japanese article; but it is unlikely to have much influence upon the imports of that class of goods to which the Canadian product belongs. It is natural that the general demand should be for a cheap quality of enamelware, in view of the extreme poverty of the people. That for high-class and domestic enamelware is practically confined to Europeans, Anglo-Indians, and the better-class Indians. Those utensils most in demand for domestic purposes are cups, saucers, rice dishes, plates, pots, kettles, etc.

LAMPS

The entry under metal lamps is a substantial one, amounting in 1919-20 to over Rs. 34 crores, while parts without glass total Rs. 6 lacs. The imports of metal lamps for 1913-14 were valued at about £275,000, the largest suppliers being the United Kingdom, Germany, Austria-Hungary, and the United States, the latter supplying the better class. The United States are by far the largest exporters of lamps to India, their trade in 1917-18 amounting to no less than £28,000.

A cheap grade of lamp is made locally, which no doubt in course of time will exert considerable influence on the imports of the same class of article now supplied from Japan. It is probable that a considerable part of the imports from the United

States was made up of lanterns of a very well-known make. It is only necessary to walk through any bazaar in order to appreciate the enormous market there is for the ordinary class of hurricane lantern. It is rarely that one passes a shop that deals in hardware without seeing two or three lanterns hanging in the doorway. The agents of the American firm referred to advertise that they sell 1,000,000 lanterns a year in India, and no doubt this statement is true. There is no reason why Canada should not be able to market a lantern in India and the Middle East equal to any produced in the United States. But as this market goes very strongly on brands, it might at first have an uphill fight. Yet there is no question that if the Canadian product were equal in quality to the American, and say slightly cheaper in price, a considerable trade could be done. An illustration of a lantern in general use is shown below.



Before the war the Germans did business with a brass-coloured lantern, which was said to resemble very closely the appearance of brass itself. The lanterns seen in the bazaar are for the most part tinned.

DOMESTIC HARDWARE

It is difficult to appreciate what exactly is included under the item domestic hardware, but presumably it refers to kitchenware and other articles such as stoves, refrigerators, etc.

Stoves

The demand for stoves is comparatively small, and is confined generally to Europeans. The ordinary type of stove is one which will burn coal or coal and wood. One dealer in Bombay stated that the sale of stoves in the past had been small, but that now they were being installed in most of the bungalows under construction. Practically the whole of this trade is done with the United Kingdom, or, more exactly, with Scotland.

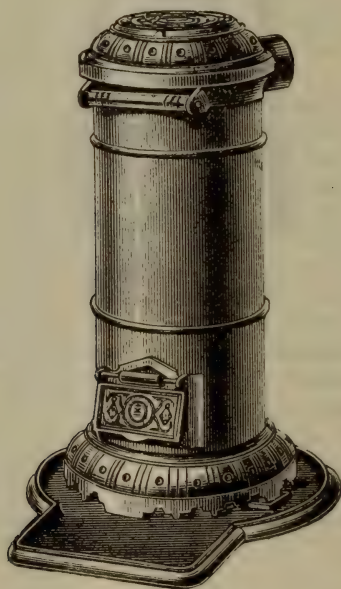
There is a small-to-fair demand for oil stoves of the one, two, three and four-burner types, with ovens attached to the larger ones. One of the factors that is stated to militate against a more extensive sale of stoves, both of oil and ordinary, is

that a large percentage are broken in transit. If this could be overcome by improved methods of packing, thereby reducing the cost, the sale would increase. Kerosene stoves should be popular, as the oil is easily obtainable in every town and village throughout India and at a comparatively reasonable price. Primus stoves are used to a considerable extent, both the one and two-burner types, while there is also a small sale for ordinary cheap one-burner oil stoves. Both the Primus and the one-burner stove are stocked in most hardware stalls in the bazaars.

Ordinary cooking stoves usually come out in wooden casing, with the loose parts packed in the oven.

The wealthier native uses a stove called a *choola*, made of bricks, and primitive in design. This stove is also found in apartment houses, for fortunate is the tenant with a proper stove. The poorer classes of natives employ a kind of stove known as the *angati*, that is nothing more than a brazier. Even the better class of Indian does not use an oven, and this remark of course applies to those Europeans who use the *choola* instead of the imported cooking stove. Since Canada manufactures stoves in very large quantities, it should be possible under present conditions to compete effectively against any other part of the world. If the problem of breakages was taken up energetically with shipping companies plying between India and Canada, the ratio might be reduced. Very careful packing and careful handling would do much to effect an improvement over existing conditions in this regard.

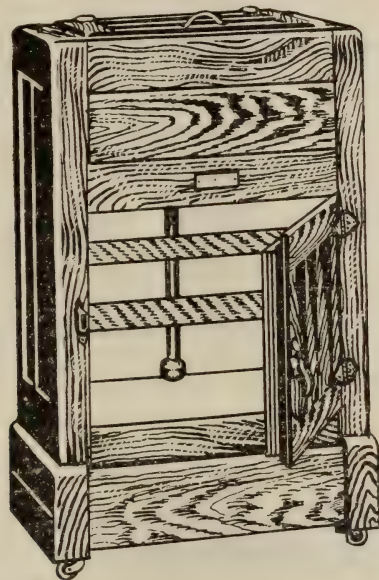
There is a certain demand for what is known as monsoon drying stoves. These are used for drying rooms and clothing during the monsoon period. They are also locally known as internal combustion stoves, and are of the type illustrated below:—



Refrigerators

There is a considerable market in the Middle East for refrigerators. Since they are not shown separately in the statistics, it is impossible to say exactly what amounts are imported into India; but, as an example of their widespread use, one firm in Calcutta stated that their turnover in the course of the year probably reached Rs. 20,000 to Rs. 30,000. Since it is exceedingly hot during summer and is only comparatively cool in winter, it will be readily understood that for a well-appointed

house refrigerators are an absolute necessity. The United States easily control this trade; in fact no refrigerators of any other country have been met with by the writer in any part of India. But since one very popular line comes from as far as Chattanooga, Tennessee, there is no reason why Canadian manufacturers should not secure a considerable share of this business. Those imported are of all sizes and with or without provision chambers. An illustration of one in popular demand is appended.



Small ice chests are also sold in India, being used by persons of limited means, and to a certain extent by travellers in trains.

A small demand exists for ice cream freezers, but this is almost entirely confined to one American make.

Aluminium Domestic Ware

Aluminium ware is much used. This is both made in the country and is also imported in considerable quantities from the United Kingdom. Although the latter is more expensive, the better-class people seem quite willing to pay the difference in price, as the British-made article is thought to be, and probably is, superior to the domestic. Aluminium, like enamelware, is employed to replace the brass and bronze vessels commonly used by the people.

Wooden and Kitchen Ware, etc.

The demand for wooden rolling pins, bread boards, wooden washing machines, wooden spoons, clothes pegs, etc., is quite unimportant, and whatever it may amount to, is entirely confined to Europeans, who form numerically a fractional part of the population. Whatever imports there are in this connection probably originate almost entirely from the United States. Washing machines are never used, and would be something of a curiosity to the *dhobi*, as the Indian laundry boy is called. His method, as has been already described, is to wash the clothes in a stream or pond.

There is a small demand for miscellaneous articles such as carpet sweepers, floor polishes, and all of the odds and ends that are usually found in a well-appointed house in Canada. The sale for them is necessarily very limited.

Padlocks

So far as one can judge, there is a good demand for padlocks. These are very much in evidence in those bazaars where hardware is sold. The greater portion of them are of very cheap quality and of local manufacture. But the imported article seems also to be in considerable request, for every shop shows one very well-known American make that is also produced in Canada.

Tinned Clothing Boxes and Cases

The visitor in India cannot fail to observe the number of people who travel with tin boxes and cases of all sorts and sizes and shapes. This is owing to the extreme humidity of the atmosphere, in the monsoon period, and also to the necessity of protecting valuable clothing from insect attacks.

SHLEF HARDWARE

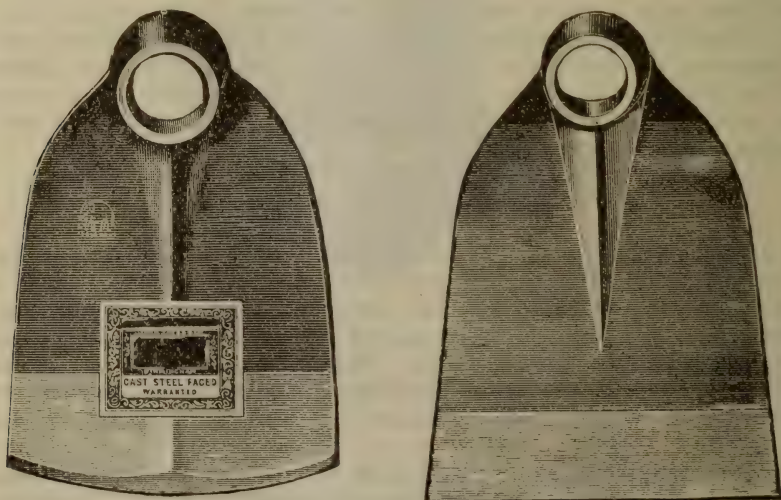
In discussing shelf hardware, importers remarked that they liked American goods, on account of their convenient packing. For instance, hinges, pliers, etc., come out in separate boxes, and a number of the small boxes are contained in a larger one. Likewise, lock handles, scutcheon plates, screws and safety hasps all come out in boxes instead of being packed separately as is the British practice. One dealer in Ceylon spoke in most unflattering terms of the English packing of shelf hardware as compared with that of the American.

SHOVELS

The shovels used in India and Ceylon, and generally in the Orient, are of a cheap-to-medium variety. The price limit given by one importer in India was 26s. 6d. a dozen, less 3 per cent discount, f.o.b. United Kingdom. Black or natural-finished plates are generally employed with round and square ends and E handles. The square ends are the more popular. Railways and mines probably use most of the shovels, and tea estates account for a fair number of spades. There is a certain demand for pick axes.

KODALIS

While the demand for shovels, spades and picks is not large, and as already stated is probably limited to the railways and mines and tea estates, there is a very large business in what are called *kodalis*, or in southern India *ma mooties*, and in

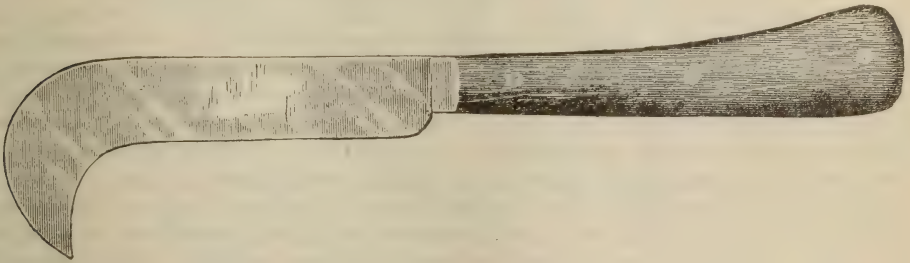


Malaya and Java *changkols*. This is the tool almost universally employed by the peasant throughout the Middle East. It is something of the shape of a hoe, but as it would be difficult to describe, and is probably quite unknown in Canada, an illustration of two different shapes is given on preceding page.

Practically the whole of these tools originate in the United Kingdom. One of the large importers stated that an English manufacturer had made a personal visit to this market to study the demand for such tools as shovels, spades, and kodalis, and with the information which he had gained, and the connections which he had established, had been able to create a very substantial business. Unfortunately figures are not available for the imports of kodalis, etc., but it is admitted that the supplies brought into Calcutta alone amount to from 50,000 to 60,000 dozen per annum.

One importer stated that he had had some pitchforks and kodalis from Canada, but spoke of them in uncomplimentary terms and sarcastically referred to the way in which they had been decorated with gold paints, as if to cover up their defects. At the same time he believed that Canada could turn out a good and satisfactory article, and expressed himself as willing to place an order for 1,000 dozen with any Canadian manufacturer able to compete with Wolverhampton in price.

Kodalis run from $3\frac{1}{2}$ to 4 pounds in weight, and pickaxes to about $6\frac{1}{2}$ pounds. There is also what is known as a beater pick, of which one end is pointed and the other made like a hammer head. This weighs up to 10 pounds. A good trade is done in 4- and 5-prong kodali forks. There is a considerable demand for other classes of tools, such as pruning knives used on tea estates and pickers used in jute mills. An illustration of the kind of knives used on tea estates is given below.



SLEDGE HAMMERS

Sledge hammers of from 3 to 23 pounds weight, which as a rule are purchased by the ton, are in good demand, as are stone-breaking hammers weighing from 1 to 4 pounds and miners' hammers of 6, 7, and 8 pounds weight.

CHAIN PIPE WRENCHES

There is said to be a good sale for chain pipe wrenches, and this is understandable in view of the large amount of piping used in the country.

HANDLES

The Middle East presents a very good market for the handles of such tools as rakes, scythes, picks, hammers, axes, and snathes, all of which, or nearly all, are purchased in the United States. Handles made of hickory are required, it being expressly stated that ash handles are not wanted. India does not appear to produce a wood suitable for the manufacture of handles.

CHAINS

There is a certain demand for heavy and a good demand for lighter chains, and for dog chains. The last have swivel spring hook and are required in 5, 6, 7, 8, 9,

10, 11 and 12-gauge of $4\frac{1}{2}$ feet to 6 feet long. It was stated that chains must be accompanied by a certificate of breaking strength, furnished by the makers. A buyer stated in conversation that he was hopeful of inducing the Port Trust of the city in which he lived to purchase their requirements in chains from him, and he expressed the intention of obtaining them from one of the largest chain makers in the United States. That country appears to have a very good hold on this business throughout India.

SCALES

The sale of scales is one of considerable magnitude in India. A Canadian make is frequently seen. This is a business that might very well be worked up by Canadian manufacturers.

SAFES

Safes are largely used throughout India, and are imported both from the United States and from the United Kingdom. The latter are preferred, owing to their better reputation; the former being considered somewhat light.

Before concluding this section on hardware it might be well to point out to Canadian manufacturers that the important position which the United States has attained to in this trade has been largely won within the last two or three years. Hardware is a class of goods in which Canada is well adapted to compete, and there is not the slightest doubt that with the direct steamship service which has been inaugurated by the Canadian Government, Canadian manufacturers should easily be able to obtain an important share of the trade.

A number of various lines of hardware are now being made in India, such as pruning knives, jute pickers, hinges, locks—to name only a few. But whether they will be able to sustain foreign competition remains to be seen. Some of these articles are made by hand, and it does not seem likely that those which are turned out in this way will be able to compete against mass production. The *Indian Munitions Board Handbook* remarks on this aspect, "Until the use of machinery becomes far more common in India than at present, it is doubtful whether, in spite of the great and increasing demand for all articles of hardware in India, local manufactures will be successful." This report however appears to take a more or less optimistic view, presumably of a future time when machinery will be more extensively used, and the necessary supply of skilled labour available. For the present this view can be discounted, and Canadian manufacturers of hardware may feel reasonably assured of a valuable market in India for an indefinite period, providing they will make the class of goods that are required and will rigidly conform to the instructions of the importers.

Paints

Paint and colour imports into India are considerable, amounting in 1919-20 to 272,000 cwt., an increase over the two previous years. The United Kingdom has the bulk of the business, her share in the year mentioned totalling 225,353 cwt., against imports from Japan of 21,265 cwt., and from the United States of 14,391 cwt.

Paints are made in India, and in the opinion of some dealers the domestic article is quite able to hold its own against the imported. Canadian paints have been bought, but the opinion expressed regarding them was, that they were about 20 per cent too dear. The market is a peculiar one, and it is necessary that manufacturers study it carefully, in order to find out exactly what is required. As far as can be judged the demand is mostly for a cheap paint, although this was more noticeable in some parts than in others. In Karachi the demand was for a very cheap quality, little better than rubbish. On the east coast, on the other hand, the demand appears to be entirely limited to one particular make of British paint, and it was said that for any other to establish itself in the market would require a good deal of enterprise, while it would have to be sold at cheaper price. In Calcutta and Rangoon, a

paint made in the United States seems to be competing strongly, and its agents are apparently doing satisfactory business. This it was stated was not only due to the excellence of the product itself, but also to the aggressive but at the same time clean methods of the owning company.

The Indian paint industry is well off for raw materials such as linseed oil, raw, refined and boiled, and for turpentine, although the boiled oil is said not to be equal to the raw. Turpentine produced in the country is of good quality, and adapted to paint and varnish making. India manufactures red lead of very good grade. For some reason no attempt has been made to manufacture white lead, although the metal is available in Burma in large quantities. No figures are obtainable as to the quantities of paint manufactured in India, but judging from what could be learned from importers, they are not great, and in spite of abundance of raw materials, it is probable that the lack of skilled labour will make it difficult for the domestic article to put up strong competition, certainly during the next few years. The same remark applies to varnish, as although there is an ample supply of suitable raw materials, the mixing of its various ingredients requires so much care, and particularly in the addition of the thinners, that it is hardly likely that this industry can greatly expand.

The imports of varnish into India in the fiscal year 1919-20 amounted to 27,000 cwt. The total value of all classes of paints and painters' materials imported in that year amounted to Rs. 13,00,000, which was about the same as for 1918-19.

THE DANISH FURNITURE AND PIANO INDUSTRIES

During the war the Danish furniture industry developed very considerably, states the Commercial Secretary to H.M. Legation at Copenhagen, in his General Report on the Economic Situation in Denmark (price 1s. 3d.). Owing to the failure of supplies from the belligerents, the demand not only of the home market, but also of Norway and Sweden, in all of which a new rich class had appeared, called for satisfaction. Danish furniture makers rightly enjoy a high reputation, largely owing to the careful technical training of the employees, who all have to serve as apprentices. The result of the demand mentioned was that heavy requisitions were made upon the industry, which extended considerably in response.

Since the end of the war, however, this demand has ceased, and the result is that the extended works are faced with much reduced orders. To meet this situation great efforts are being made to find new markets. A Furniture Fair, at which some ninety Danish furniture manufacturers exhibited, was held at Fredericia during the early autumn with the intention of attracting possible foreign buyers. More recently an association of furniture manufacturers has been formed with the object of organizing and co-ordinating the export trade. This association, as part of its programme, will send delegates to various foreign markets to study their individual requirements as to taste, etc., and will endeavour to standardize the output, for which special export catalogues will be produced.

The piano industry, like the furniture industry, finds that the large home and Scandinavian market which it enjoyed during the war has now decreased, and is in consequence experiencing difficulties. In this industry also German competition is particularly noticeable, for while the finished German instruments are offered on the Danish market at very low prices, the Germans ask high prices for the various constituent parts which are used by the old-established Dutch piano builders. The works which merely imported parts of pianos from Germany and assembled them here, and which did a considerable business during the war, are also experiencing great difficulties.

THE BUTTER SITUATION IN GREAT BRITAIN

TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, March 31, 1921.—In view of the decontrol of butter by the British Government to-day, inquiry was made from prominent members of the trade as to how free market conditions were likely to affect the demand for Canadian butter.

The immediate situation is not very promising. The Government has made large purchases of New Zealand and Australian butter, and it is estimated by the trade to have from 50,000 to 60,000 tons to dispose of. The general trade depression, unemployment, and other adverse conditions, together with the high retail price of butter—2s. 10d. to 3s. per pound—and the forcible cultivation of the margarine habit due to the rationing system and the shortage of the butter supply during the war, have greatly reduced the normal butter consumption of the country, and with the general dropping of food values, a condition of uncertainty as to values has been created, which indisposes importers to take any risks of importation until the Government holdings are out of the way.

The Government are now offering the various grades of butter to primary distributors as follows: New Zealand, grades 1 and 2, 262s. per cwt.; Australian, grades 1 and 2, 242s. per cwt.; Argentine, salted 240s. per cwt., table blended 212s.; Australian, grade 3 208s., pastry blended 169s. With Irish butter ready to be placed on the market somewhat earlier than usual this season, and Danish butter coming forward in increasing quantities, it is the general view that these prices cannot be maintained and that the next few months will see steadily declining values.

It is the experience of the trade that the system of Government purchase and of sale at a flat price irrespective of quality, grade, or source of supply has had an unfortunate effect on the reputation of Canadian butter on this market by removing all incentive to pack a superior product, and inducing carelessness as to the output. Even the carefully standardized New Zealand butter has suffered deterioration owing to this cause, and much of the Canadian butter that has come forward, partly perhaps as a result of overholding, has been such as to create an unfavourable impression that will not be conducive to future business.

The principal demand in this country is for butter somewhat milder than the average product of Canada, with something less than 1 per cent of salt. London and Manchester particularly emphasize mildness in their requirements. Liverpool is less insistent in this regard, and Bristol and South Wales are satisfied with a much greater degree of salt content.

While it is difficult to forecast the future, owing to uncertainty as to the actual extent of the Government holdings, it is generally believed that the menace of Government-dropped prices will be pretty well over by September and that offers of Canadian June and July butter for August and September delivery will have the best chance of acceptance. At that season Danish butter will still be supplying the quality demand, but if Government stocks are cleared up the main competition will come from Irish, then likely to be more or less out of condition.

With regard to the general outlook for Canadian butter on this market, when conditions become more normal and retail prices can be dropped to permit butter consumption by other than the luxury classes there should be a fair and increasing demand. Shippers should realize, however, that strict attention will have to be paid to the raising of standards of grade and quality if they are to regain and maintain the confidence of buyers.

GERMAN SALT IN THE BRITISH MARKET

According to a recent statement in the *London Evening News*, the salt works in Cheshire and Teeside have closed down owing to Spanish and German competition in salt. German salt is said to be selling at less than one-third of the cost of British product.

STATE OF TRADE IN MANCHESTER AND DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, March 31, 1921.—As is well known, the main industries of Manchester and district are associated with textiles. During the month of March trade has been very quiet, manufacturers experiencing great difficulty in disposing of their goods. Foreign orders are scarce, and until prices become much lower than they are at present, or the exchanges revert to their normal condition, there can be no hope of an appreciable revival. Organized short-time is still in operation, and there is much unemployment where the cotton mills are located.

Three of the obstacles so difficult to surmount are: the stocks of high-priced goods being delivered under old contracts at a time when prices are falling; the depreciation of Eastern and European currencies; and the weakness of the raw material markets, which is naturally attending the diminution of buying.

The difficulties of the cotton industry have been augmented, too, by an announcement that India (one of Lancashire's chief markets) has raised its ad valorem duty on cotton manufactures from $7\frac{1}{2}$ to 11 per cent. The Manchester Chamber of Commerce has sent a delegation to the Secretary of State for India, but it is believed that the duty will have to stand, as India is in need of increased revenue.

With regard to the coal trade of Lancashire and the surrounding counties, the Government's decision to leave the industry a free hand has brought on a crisis, and at the time of writing it is anticipated that local strikes, if not a national one, will take place. Apparently the miners are demanding a national wage, which is impossible unless the proceeds of all mines are pooled, a course to which the coal owners are averse.

The engineering and chemical industries of the district are short of orders, part-time and unemployment being the consequent result.

STRINGENT FINANCE IN AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, March 2, 1921.—In sequence to the reports upon "Disturbing Trade Conditions in Australia" which have appeared in comparatively recent issues of the *Weekly Bulletin*, it may be stated that the position is now much more encouraging, and that the acute period in finance will soon be substantially alleviated.

The difficulties imposed by banks with the object of checking the rush of importations into the Commonwealth have proved to be fairly effective, but some overseas manufacturers and exporters have—not without some measure of success—been able to overcome trading obstacles caused by the curtailment of the resources of Australian banks in London.

When funds were required by wool buyers operating in Australia an arrangement was made whereby the drafts and supporting documents covering shipments of goods were made available to them, and their principals arranged with the exporters for the money to be credited in London or New York in exchange for the collections made in Australia.

Investments have also been made in Australian war loans by some large overseas exporting houses. In these transactions the reliable representatives were, generally, instructed to dispose of the investments when the position had so far improved as to permit the remitting of the money.

In regard to necessary commodities, banks have recently advised favoured customers that the drafts of shippers will be collected and the amounts remitted promptly, while they are still not disposed to establish purchasing credits as was the practice in previous years. It is recognized that necessities must continue to be imported, and in regard to these commodities financial institutions are affording the support required.

The shipment of Australian goods and products is materially relieving the situation, but it will be some considerable time hence before Australian banks will have large credits available in London. It is generally conceded that, while large accumulations of stocks of oversea goods are held in Australia, the placing of orders abroad must be upon a limited and conservative basis.

AUSTRALIA IN OVERSEA MARKETS

TRADE COMMISSIONER D. H. ROSS

Melbourne, March 2, 1921.—With the exception of the officers and staff of the High Commissioner for the Commonwealth in London, and the Australian Commissioner in New York, the Commonwealth has not yet had official trade representation in oversea markets. For many years the State of New South Wales has maintained a highly paid Trade Commissioner in the Orient, and his efficient work has been generally recognized throughout Australia. At one period the State of Victoria also had a travelling trade commissioner in India, Java, China, and Japan, but difficulties of transportation led to his withdrawal. The State of South Australia had a commercial office in London for many years.

The Prime Minister of the Commonwealth recently announced that the Government had for some time been considering the establishment of a trade commissioner service in the interests of Australian trade abroad, and it had decided to appoint the first trade representative with China as his assigned field for development. The services of Mr. Edward S. Little, F.R.G.S., have been secured. Mr. Little has knowledge of China extending over thirty years. He will be stationed at Shanghai, and it is the intention to open a branch office at Hong Kong.

In the course of the speech in which he announced the decision of the Government in appointing the first Australian Trade Commissioner to China, the Prime Minister (Right Hon. W. M. Hughes) said:—

"The range of manufactured goods that Australia has to offer for sale in foreign markets is constantly being added to, and there is no question that in respect of manufactured and prepared foodstuffs Australia has a vast surplus production for which good markets might be developed throughout the East and elsewhere.

"Such things as, for instance, jams, preserved fruit, condensed and dried milk, biscuits, dried fruits, flour and other preparations from cereals, frozen and canned meats, could find a ready market. And it is in regard to these things, which Australia has in abundance, that our competitors are out-distancing us by their superior organization and propaganda work, carried out through their trade commissioner service. There is also the possibility of developing an extensive trade in some of our hardwood timbers."

Mr. Hughes added that there were, of course, other countries than those in the East where a trade commissioner might be very profitably employed, but, pending the discussion of the whole project by Parliament, the Government has decided to make one or two temporary appointments in some countries where the necessity for action appeared to be most pressing.

INTERCHANGE BETWEEN AUSTRALIA AND CANADA

The Department of Trade and Customs, Melbourne, has been frequently advised that the Canadian Government and people, in the interests of increasing the interchange of goods and products between the Dominion and the Commonwealth, would welcome the appointment of an Australian Trade Commissioner to Canada.

In the absence of such an appointment, this office has invariably extended every possible consideration to Australian exporters who had made inquiries relative to Canadian markets for their products, and especially was this the case when the goods were of a seasonable or non-competitive character.

CONCLUSION OF AUSTRALIAN MARINE STRIKE

Mr. D. H. Ross, Canadian Trade Commissioner, at Melbourne, writes under date March 2, 1921: From the middle of December until the end of February, all steamers upon which the crews had signed Australian articles were held up, owing to the marine strike, in Australian ports. This strike affected the Canadian Australasian Royal Mail Line of steamers from Vancouver to Sydney. The *Niagara*, which arrived at Sydney about the middle of December, is still at that port, but now her departure is announced for March 31. The *Makura*, which arrived at Sydney on January 11, takes forward this mail and is the first departure in the re-establishment of the service, which it is hoped will in future prove to be a regular and reliable itinerary.

TRANSCERENCE OF MR. L. D. WILGRESS TO LONDON

Owing to the unsettled state of South Eastern Europe, the office supervising the group of countries contained in that area has now been closed. Mr. L. D. Wilgress has been transferred to England to be temporarily attached to the London office, and any inquiries in regard to south-eastern Europe should be addressed to him, care of Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C. 2.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Trade Conditions

Sydney, March 3, 1921.—The disastrous shipping strike which commenced two months ago has at last come to an end, and the vessels which have been laid up are now being docked and despatched as rapidly as possible. The consequent disturbance to trade has been very great, and it will be a considerable time before affairs get back to normal.

The wholesale markets continue to be very depressed, and buyers are difficult to locate although sellers are willing to grant material concessions on the majority of lines. It is stated that indent operations have not been on such a small scale for the last ten years.

In the building trade, which has been so brisk for some years past, there is a noticeable slackness, and operatives who have been able to pick and choose for so long are now compelled to take what is offering.

Unemployment is now greater than it has been for many years owing to the closing of many factories.

Imports and Exports

Imports into New South Wales in January, amounting to £7,560,000, were of the highest value of any single month on record. A comparison with previous months and the previous year is as follows:—

	1919-20	1920-21		1919-20	1920-21
July.. . . .	£3,096,327	£5,817,368	November.. . . .	£2,909,249	£6,536,490
August.. . . .	2,323,094	6,136,676	December.. . . .	3,135,730	5,990,605
September.. . . .	3,047,238	6,781,904	January.. . . .	3,102,771	7,650,829
October ¹	2,531,846	6,278,029			

Imports for seven months amounted to £45,191,901, and exports to £26,663,703. The movement may be shown thus:—

	1919-20	1920-21	Increase or Decrease
Imports.. . . .	£20,164,255	£45,191,901	+ £25,027,646
Exports.. . . .	29,123,635	26,663,703	- 2,459,932

Record Coal Output for New South Wales

The total coal output for New South Wales for the year 1920 was 10,715,999 tons, or an increase of 2,084,445 tons on 1919. But for industrial troubles the output would have been 1,000,000 tons greater. There was also an increase in the coke production of the state of 142,796 tons on the figures for the previous year.

Motor Trade Exhibition at Sydney

A comprehensive exhibition of the latest and best products of the automobile industry of the world has just been held at Sydney. The exhibits of cars, lorries, tractors, accessories, and other lines were the most complete ever held here, and the number of exhibitors and the floor space occupied was 50 per cent greater than last year. A strong feature of the show was the large number of parts made locally. About 31,000 persons are directly employed in this state in the motor and allied industries.

Australian Sugar Requirements

For several years past the Australian sugar yield has not been up to the quantity required and importations from other countries have been necessary to make up the deficiency. The largest crop yet obtained was 307,000 tons in the year 1917, but last year's yield was only 170,000 tons. It is anticipated that 300,000 tons will be obtained this year, and there are possibilities that the yield will reach 350,000 tons.

The sugar-growing season has been an excellent one, and there has not been any disaster in the form of hurricanes or floods in the sugar-growing districts so far.

EXPORTS OVERSEAS FROM THE PORT OF SYDNEY, 1919-20

[A return showing the principal items exported oversea from Sydney during the twelve months ended June 30, 1920, has been forwarded by Mr. Millin, and may be consulted on application to the Department of Trade and Commerce, Ottawa, quoting file No. T.C.-2-119.]

MARKET FOR SMALL-POWERED ELECTRIC MOTORS IN JAPAN

TRADE COMMISSIONER A. E. BRYAN

Yokohama, February 28, 1921.—Some months ago an inquiry was published in the *Weekly Bulletin* for small electric motors of $\frac{1}{4}$ and $\frac{1}{2}$ h.p. for the Japanese market, but apparently no interest was shown owing to the fact that at that time Canadian manufacturers were fully occupied with domestic business. From the same source I have received inquiries again for these motors, and Canadian manufacturers of electrical goods should not lose this opportunity of placing their products on the Japanese market. These electric motors are used for very many purposes in Japan. Electricity is procurable practically in any part of the country, and as a result the small household manufacturer, who makes some small article in his own home with the help of his family, will have a small electric motor to turn his machine. The silk filatures and spinning mills use hundreds of these motors. In fact its use is almost unlimited at the present time.

The British concern in Kōbe which is making inquiry for these motors is importing them from St. Louis in the United States. The $\frac{1}{4}$ -h.p. model costs approximately 65 yen landed in Japan, while the $\frac{1}{2}$ -h.p. costs about 40 yen landed. This will give Canadian manufacturers some idea of the competition they must meet, but it is earnestly requested that Canadian manufacturers will make a bid for this business.

Further information and the address of the firm requiring these motors may be had on application to the Department of Trade and Commerce, quoting file No. T.C.-2-110.

COMMERCIAL NOTES FROM NEW ZEALAND

TRADE COMMISSIONER W. A. BEDDOE

New Zealand's Trade, 1920

Auckland, March 10, 1921.—During the year 1920 the resources of New Zealand and the stability of her public institutions and business men have been put to a severe test. New Zealand, being a country which produces natural products which form the principal exports, has, during the war and for some time afterwards, depended almost entirely upon the Imperial Government to purchase these goods. The amount spent in New Zealand by the Imperial Government in the last few years approximates £150,000,000 sterling. Now that the Imperial authorities have ceased to purchase meat and butter, the producers have to rely upon an open market, the conditions of which have been so disturbed during the past several years that prices have fluctuated and there has been no return to normal conditions. Competition also has been an important factor. Up to recently money has been flowing into New Zealand plentifully and the disposition to buy, notwithstanding enhanced prices, has not suffered diminution, although the Imperial authorities have ceased to be the largest purchasers from New Zealand.

IMPORTS COMPARED WITH EXPORTS

The total imports for 1917 were approximately 21 million pounds sterling; 1918, 24½ million pounds; 1919, 30¾ million pounds; and 1920, 61½ million pounds. Compare these figures with the exports for the same years and we have: 1917, exports 30½ million pounds as against 21 million pounds imports; 1918, 28½ millions as against 24½ millions; 1919, 52¾ millions as against 30¾ millions; and 1920, 46½ millions as against 61½ millions, which shows that for the last year the imports have exceeded the exports by 15 million pounds sterling.

STATEMENT OF INCREASES

An analysis shows that the large increases are in soft goods, hardware, confectionery, and the miscellaneous list. It is of interest to notice that articles which go towards building, such as corrugated iron and fencing wire, show increase. Articles of food also show increase. Some luxuries, such as cigarettes, tobacco, benzine and kerosene, ale and stout and whisky, also show large increases. These observations refer to the general imports to New Zealand.

NO GREAT INCREASES IN LUXURIES

When one analyses the imports from Canada it is found that food products have increased considerably, and there is also a heavy increase in apparel and ready-made clothing, which would include corsets, hosiery, and cotton-piece goods. There is a large increase in paint, for the reason that building had been more or less at a stand-still and the stocks had become depleted. The same applies to bar, bolt and rod of iron and steel. Cable and wire show a substantial increase, as also does enamelled and japanned leather. Woodenware and doors, pertaining to building, also show substantial increases, and the same applies to paperhangings and printing paper. Motor cars maintain their increase, together with materials and parts, such as rubber tires, tubes and covers. On the whole, it would appear that with the exception of motor cars, most of the increases pertain to articles not necessarily luxuries.

Motor Cars Imported into New Zealand, 1920

In this connection, annexed will be found a return of motor vehicles imported into New Zealand from all countries during the year 1920. The surprising feature

revealed in the return is that 7,062 cars arrived from the United States, at a total value of £1,776,778, all to be paid for at the American rate of exchange, as against 3,028 cars from Canada with a total value of £404,087.

NUMBER AND VALUE OF MOTOR VEHICLES FOR ROAD TRAFFIC (EXCLUDING MOTOR BICYCLES)
IMPORTED INTO NEW ZEALAND DURING THE CALENDAR YEAR 1920, TOGETHER
WITH THE AMOUNT OF DUTY PAID ON SAME

(a) *Passenger vehicles (other than buses) and chassis for same*

Country of Origin	Number	Value in £
United Kingdom.. . . .	376	228,302
Canada.. . . .	3,028	404,087
Australia.. . . .	6	2,096
France.. . . .	24	12,004
Italy.. . . .	45	11,613
United States.. . . .	7,063	1,777,778
Total.. . . .	10,542	2,434,880
Duty paid—		£ s. d.
General duty at 10% ad valorem.. . . .		241,336 14 8
Additional preferential duty at 10% ad valorem.. . . .		178,133 6 7
Primage duty of 1% ad valorem.. . . .		24,218 5 2
Total duty paid.. . . .		443,688 6 5

(b) *Lorries, trucks, vans and buses and chassis for same*

Country of Origin	Number	Value in £
United Kingdom.. . . .	239	216,877
Canada.. . . .	824	115,695
Australia.. . . .	5	3,416
Italy.. . . .	384	163,371
United States.. . . .		
Total.. . . .	1,452	499,359
Duty paid—		£ s. d.
General duty of 10% ad valorem.. . . .		44,521 8 0
Additional preferential duty of 10% ad valorem.. . . .		16,058 6 0
Primage duty of 1% ad valorem.. . . .		4,527 5 2
Total duty paid.. . . .		65,106 19 2

Restrictive Regulations Hampering Canadian Motor Car Exports to New Zealand

Under certain regulations made by the proprietors of motor car concerns whose enterprises have extended to Canada, and which have done much to build up Canadian commercial industries, it is impossible for the Canadian motor car manufacturer to sell to New Zealand a car made in Canada. The exception to this is the Ford car, which does not come under these regulations. There are a great many very popular cars manufactured in Canada, of which duplicates of the same make manufactured in the United States can come to New Zealand assuming the restrictions provided by certain regulations or contracts were removed. To illustrate the volume of business going to the United States for motor cars which might be enjoyed by the Canadian factories, it is interesting to state that in 1920 Canada exported to New Zealand 3,028 cars, valued at \$2,000,000 approximately, and during the same period the United States exported to New Zealand 7,062 cars, at a value of \$8,900,000. This is trade which cannot be affected by the efforts of a Trade Commissioner or by solicitation on the manufacturer's part, for the simple reason business engagements entered into by the makers of the cars referred to prevent their export to this country. If these conditions could be changed a large amount of business might be done by Canada.

The Disturbed Money Market

There is an intense desire in New Zealand to deal within the Empire, and all things being equal, the New Zealand importer would rather buy from Canada than from the United States. Unfortunately at this time the money market is in such an unsettled condition that the exchange of commodities between Canada and New Zealand has been seriously retarded. The old method of doing business here was to pay cash on documents. The Canadian exporter would take his paper to the bank in Canada and discount it, and then the documents are sent to New Zealand for collection, and there the transaction ended. But recently the Canadian banks have not thought it desirable to discount New Zealand paper, so that the only method open was for the New Zealand importer to establish a credit in Canada or London. Generally speaking, the banks of New Zealand declined to issue credits. There were specific cases, in which credits could have been secured, but these firms declined to vary their method of doing business. In other cases they could not get credits although willing to accept them. The cause of this is the shortage of gold in London, where these credits have to be met, and this condition will continue until additional money is supplied by the sale of New Zealand exports.

Steamship Service from Eastern Canada

The establishment of a line of steamers between Canada and New Zealand from the west coast of Canada has been a great boon and impetus to trade, but the conditions in Australia have been so unsettled that the vessels, upon arriving there, have been tied up, seriously interfering with the mail and trade service. Recently the Canadian Government Merchant Marine, Limited, has started a service between the west coast of Canada and New Zealand which has been welcomed in the latter country, and when conditions become normal this service will be an important factor in the developing of Canada's Western trade. The fact that the Canadian Government Merchant Marine, Limited, will run boats from Eastern Canada direct to New Zealand has also been warmly welcomed. There is a line from there to New Zealand which is supposed to run every month, but the service has not been regular for some time, and the Canadian Government Merchant Marine, Limited, having entered the above route, it may be expected to give a regular dependable service. The result then will be that goods from Eastern Canada can be shipped direct to New Zealand, thus obviating long railway haulage. New Zealand is particularly patriotic, and it is generally recognized in this Dominion that trading within the Empire conduces to a better understanding of the overseas Dominions, the one with the other, and draws them closer together. Also that the reciprocal preferential trade between the overseas Dominions tends to solidify and enrich the British Empire.

New Zealand's Capacity for Finding Money

It is not suggested that there will be hard times in New Zealand, but one cannot ignore the fact that with an excess of imports over exports of £15,000,000 in one year, and the largest account gone, there must be an economical effort, which will have to be negotiated in some form.

In addition to the excess of imports which must be provided for in cash, the Government recently floated a loan of £6,000,000 for repatriation purposes. While the figures have not been published, it is understood that the loan has been subscribed. A compulsory clause in the act may have assisted in the general result. Then again the income tax, amounting to over £6,000,000, has just become due, and this also has been fairly well met. All of this means that upwards of £27,000,000 of the savings of the people, meaning cash, had to be provided, and apparently has been provided.

Merchants are conservative and are conducting their business on a basis of small stocks. Inquiries elicit the response that stocks are as low as will permit of business being done. The conservatism of the wholesale importers may be relied upon to provide a check against extravagance.

WOOL AND HIDE MARKET IN ARGENTINA

TRADE COMMISSIONER B. S. WEBB

Buenos Aires, February 15, 1921.—Whilst the demand for most of the commodities produced in Argentina has been fairly well maintained, the present condition of the hide and wool market is deplorable. Wools which were worth \$16 m/n* a year ago are now quoted at \$5 m/n per 10 kilogrammes, whilst certain classes of wool, principally coarse cross-breds, cannot be disposed of at any price. In many cases the banks have advanced up to 80 per cent of the purchase price of wools which to-day are hardly worth one-third of what was paid for them. The holders of stocks appealed to the Government for aid in the shape of exemption from export duties and financial assistance to enable them to grant long credit terms to buyers in European countries on the assumption that certain manufacturing countries would purchase the wool if credit terms sufficiently long to enable them to pay for the raw produce out of the proceeds of the finished article were granted.

The Government has now issued a decree promulgating Law 11,109 recently sanctioned by Congress, which prescribes that wools in general, sheepskins, cow and horse hides will be exempt from export duty for one year. Likewise the Banco de la Nacion is authorized to discount commercial documents, renewable within the term of two years to producers or consignees in possession of wools with whatever guarantee the management considers convenient; this facility is also to be extended to commercial documents originating from sales of wool for exportation and on time, with authorization to rediscount such documents to other banks within the time limits and conditions stipulated by the law referred to. All the foregoing authorization will become null and void on January 31 next. The executive power will cede the disposable official warehouses at Bahia Blanca and the Federal Capital for depositing wools, skins, and hides on the same conditions as those ruling for general merchandise.

The falling off in exports of wool is shown in the subjoined comparative statement of shipments from October 1, 1920, to February 3:—

1918-19.. . . .	65,024 bales
1919-20.. . . .	165,268 "
1920-21.. . . .	79,508 "

A little less than one-half of this season's wool exports has been consigned to United States ports, 19,000 bales have gone to Hamburg, and 8,000 to the United Kingdom.

EXPORTATION OF HIDES

Dry ox hides which sold for \$20 m/n twelve months ago are quoted to-day at \$10 m/n per 10 kilogrammes, whilst packing house hides which fetched \$93 Canadian per 100 kilogrammes last year are worth \$31 Canadian to-day. Shipments are going forward very slowly, and locally held stocks of packing house hides now amount to 200,000 hides, with an approximately equal number of "matadero" and dry hides.

The Federation of Maritime Workers has a long-standing dispute with the produce warehousemen, and almost coincidentally with the publication of the Government decree removing the export tax on hides and wools an announcement is made by the federation, which has been permitting its members to handle hides in the port subject to the payment by the exporters of a tribute, that no further permits will be granted. The labour situation at the port of Buenos Aires just now and for some time past has been serious.

A local commercial review, whilst referring to the action of the Federation of Maritime Workers, says: "Hitherto for some months past all exporters of hides via the port of Buenos Aires after obtaining the requisite customs documents have been

*\$1 m/n equals 44 cents Canadian.

obliged to procure an export permit from the 'Sociedad Obreros del Mercado de Frutos' (Avellaneda). Such permits, provided the customs house papers were found to be in order, were accorded by the labour union named on payment of a tribute of \$7 m'n for every 2,000 ox hides to be shipped. This union—once its requisites were satisfied—informed the Sociedad Obreros del Puerto de la Capital that the hides in question could be shipped. This benevolence of the labour unions has now ceased as from 20th inst. (January), on which date they informed intending shippers that they would grant no more permits—to any one—at any price. The resolution, we understand, refers not only to dry and salted ox hides, but also to wool, sheepskins, and cattle hair. The result is that the export of these articles of merchandise from the port of Buenos Aires is at a standstill by the fiat of the 'Soviet.' To appreciate adequately the humiliating significance of this state of affairs it is necessary to recall the fact that the Buenos Aires port services are 'fiscalized' by the Government and that hence this illegal restraint is being effected virtually by a Government department. The freezing companies are suffering serious prejudice from this interference with their business, and it would not be surprising if some of them were to close down—in self-defence."

IMPORTS OF MANURES INTO THE BRITISH WEST INDIES

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, March 15, 1921.—The quantity of manures and fertilizers imported into the West Indies from the latest available statistics valued £583,817, of which chemical manure—chiefly sulphate of ammonia and nitrate of soda—valued £524,302, and organic manures and mixtures, \$59,515. Barbados was the largest importer with nearly one-half of the total to its credit, British Guiana was second with about one-third, and Trinidad and the smaller colonies made up the balance. In the three prewar years—1911-13—the quantity imported into British Guiana was greater than that into Barbados, and the present showing in the sugar islands is due to the greater or less difficulty in obtaining sulphate of ammonia. Throughout the West Indies, with the exception of Jamaica and Barbados, manures are imported free of customs duty. The duty in Jamaica is 16½ per cent ad valorem, and in Barbados 4s. 2d. specific, per ton. As several requests have come to this office from Canadian firms handling manure, for information as to the kinds of manures used in the West Indies, it would seem desirable to set out as fully as possible whatever data are available on this subject to prepare Canadian manufacturers of fertilizers to compete for some share of this large import.

Fertilizers Used in Barbados

On interviewing the Superintendent of Agriculture in regard to the manures used in Barbados, he said that, speaking generally, the manures used by the planters were potash, nitrogen, and a very small quantity of phosphates—to be precise the various kinds were—nitrate of soda, nitrate of potash, sulphate of ammonia, superphosphates, sulphate of potash, and a limited quantity of basic slag. He further stated that many planters preferred to buy their own manures and do the mixing themselves, according to the particular requirements of the soil and other local conditions. It has been proved in all recent manurial experiments that the soil of Barbados requires hardly any phosphates, but instead, a higher percentage of potash than had been formerly used. In conformity with these experiments importers have made a change in their analyses, and a local firm doing a large business in mixed manures furnished the following analyses, both for "early cane" and "late cane" applica-

tions, which might very well serve as a general statement of the mixed kinds of manure required in this island. It will be noted that two analyses of the "early cane" manures are given, both of which are being used by the various plantations.

"Early Cane" Manures—

No. 1—Ammonia.. . . .	5%
Assimilable phosphates.. . . .	12 to 15%
Pure potash.. . . .	11%
No. 2—Ammonia.. . . .	5%
Assimilable phosphates.. . . .	6%
Pure potash.. . . .	20%

"Late Cane" Manures—

Ammonia.. . . .	14%
Assimilable phosphates.. . . .	8%
Pure potash.. . . .	5%

"Early cane" manures are applied from December to February, and "late cane" manures from May to July.

In an analysis of recently imported sulphate of ammonia, the percentages were found to be: ammonia sulphate, 95 per cent; moisture, 2.15 per cent; ash, 10 per cent; free acid, .37 per cent; undetermined matter, 1.55 per cent.

From a perusal of the table giving the import of manures into the various colonies which is placed at the end of this report, it will be seen that the import of chemical manures into Barbados was 18,995 tons, and of other kinds (organic) 1,388 tons, making a total import of 20,383 tons.

British Guiana

In normal years the quantity of the imports of fertilizer required in British Guiana is greater than in any other colony. Previous to the war—in 1914—the import amounted to 15,000 tons, of which 14,000 were chemical, mostly sulphate of ammonia. The last available return shows a fall off to about 11,000 tons, a good part of which was chemical. The customs returns are now grouped under two heads—Chemical and Other Manures—whereas a few years ago all the various kinds imported were set out in detail. It would therefore be desirable to show the detailed import of 1912, the last year in which the particulars were given:—

Variety	Country of Origin	Quantity Tons	Value \$
Sulphate of ammonia	United Kingdom.. . . .	6,300	447,240
	Holland.. . . .	395	23,676
	Other countries.. . . .	30½	2,220
Lime	United Kingdom.. . . .	106	728
	British West Indies.. . . .	747	4,765
Nitrate of soda	United Kingdom.. . . .	126	4,859
Sulphate of potash	United Kingdom.. . . .	110	5,883
	British West Indies.. . . .	15	298
Sulphate of lime	United Kingdom.. . . .	170	2,629
Guano	United Kingdom.. . . .	487	18,021
Os ammonite	United Kingdom.. . . .	105	5,063
Basic slag	United Kingdom.. . . .	2,651	47,315
	Holland.. . . .	40	2,115
Miscellaneous	United Kingdom.. . . .	155	7,810
	United States.. . . .	180	11,656
	Others.. . . .	5½	406

From a recent communication received from the Department of Agriculture, the only information given on this subject is that "the only manure used by sugar-cane growers in British Guiana is sulphate of ammonia, which is usually purchased in large quantities by tender on the London, Glasgow, Canadian, and American markets by the plantation companies requiring it."

Mixtures Used in Trinidad

Some few years ago the Director of Agriculture stated that the greater part of the manures imported into Trinidad were for the sugar estates. These were mixtures made in the United Kingdom and shipped directly to the estates, and were not subject to analysis by the Government. On a small number of cocoa estates basic slag and sulphate of potash are used, and on one or two cocoanut estates sulphate of potash and kainit. One of the manures largely imported is Ohlendorff's cacao manure: ammonia 4 to 5, phosphates 27 to 30 (of which 12 to 15 is soluble), and potash 5 to 6. Under a fertilizer ordinance the sale of fertilizers is regulated to make it necessary to furnish to purchasers an invoice giving an analysis of the constituents the mixture contains. Considering the large area under cultivation and the large crops of cocoa and sugar now being obtained in Trinidad, the requirements for manure would appear relatively small, and though an increase in value is being shown in the statistics, it is probable that the quantity has not changed to any considerable extent. A recent memorandum from the Department of Agriculture gives the composition of manures imported at the present time, as follows:—

COMPOSITION OF MANURES IMPORTED IN TRINIDAD AND TOBAGO

Sulphate of ammonia— $24\frac{1}{2}\%$ ammonia.
 Sulphate of potash—50% pure potash.
 Bone meal— $3\frac{1}{2}\%$ nitrogen, 45 to 50 % phosphates.
 Basic slag—80% fineness. 38% phosphates.
 Dissolved bones— $2\frac{3}{4}\%$ nitrogen, 16% soluble phosphates, 18% insoluble phosphates.
 Nitrate of soda—15% nitrogen.
 Calcium cyanamide— $15\frac{1}{2}\%$ nitrogen.
 Nitrate of lime—13-14% nitrogen.
 Blood (dry)—13% nitrogen.
 Tankage—
 Kainit— $12\frac{1}{2}\%$ pure potash.
 Chloride of potash—50-52% pure potash.

Jamaica

The requirements for imported fertilizers are less in Jamaica than in any other of the large colonies. This is probably due to the fact that as large herds of cattle are owned in the island a supply of organic manure is generally available, and also that guano is obtainable on some parts of the coast. The fertilizers imported are chemical, and the Director of Agriculture in a recent communication to this office stated that "the chief fertilizer is sulphate of ammonia and in the next place potash. Phosphatic manures are rarely of effect on the soils of Jamaica, and mixed manures containing prosphates are therefore not economical to the purchaser." The sale of fertilizers is under control, the vendor being required to make a declaration of the manure content of nitrogen (soluble and insoluble), phosphoric acid, and of potash in any fertilizer sold in the island.

The Leeward Islands

Less manure is being imported into the Leeward islands than in prewar years, due to the difficulty in obtaining chemical manures which are required on the sugar estates. In St. Kitts the manures imported are sulphate of ammonia, nitrate of soda, and nitrate of lime, most of which comes from the United Kingdom. No patent or complete manures are imported. What is, however, imported of this class comes directly from the United Kingdom to the plantations, and no commercial firm in the island make a business of handling it. A tankage called Swift's Tankage is also imported, and is supplied directly to the estates by the agent of the American firm managing it. No Government regulations control the sale of manure, nor require an analysis of content to be supplied.

Antigua being another sugar island like St. Kitts, the conditions as regards the import of fertilizers are much the same. From a recent statement made by the Superintendent of Agriculture it appears that "locally produced pen manure is the most widely used manure in this island. The only imported fertilizers used to any extent are nitrate of soda, sulphate of ammonia, and nitrapo," and that "the nitrate of soda is imported either direct from Chile or from the United Kingdom, and that the latter country is the source of our sulphate of ammonia." The following is a typical analysis of a sample of commercial nitrate of soda:—

Moisture.. . . .	1.20%	Potassium nitrate.. . . .	.40%
Sodium chloride.. . . .	1.65%	Potassium sulphate.. . . .	.20%
Calcium sulphate.. . . .	.08%	Sodium nitrate.. . . .	95.47%
Magnesium nitrate.. . . .	.80%	Insoluble residue.. . . .	.20%

Such a sample contains from 15 to 16 per cent of nitrogen.

"The following is an analysis of a batch of sheep manure recently imported from one of the neighbouring islands: moisture, 7.24 per cent; organic matter, 54.34 per cent; ash, 38.42 per cent."

In Montserrat previous to the war there was a small importation of artificial manure, but this has now entirely fallen off, and it is probable that the quantity of the import of such manures in the near future will be negligible.

In Dominica for the last few years there has been some difficulty in obtaining the manures required in this island. We have no recent information on the subject of manures now used in Dominica, but it is probable that very little change has been made in the last few years. It may therefore be useful to repeat a portion of a report made a few years ago on the fertilizers used in this colony: "The Department of Agriculture directs for lime, orange, and cocoa trees the importance of including potash in any special manures used. It is pointed out that nitrogen and phosphates from organic sources are superior to mineral forms for tropical orchard cultivation. The import of manures into the island is increasing, and amounts now to about £5,000 a year. The following analysis of manure suited for the orchards of Dominica may serve generally to indicate what is suited for the other fruit-growing islands:—

MANURES USED IN DOMINICA

Name of Manure	Composition		
	Nitrogen	Phosphoric Acid	Potash
"Swift's" New York Brand 001.. . . .	6.6	11.4	....
"Swift's" New York Brand 108.. . . .	4.0	13.7	5
Poynters (Glasgow) meat bone meal.. . .	5.4	12.8	....
Poynters (Glasgow) orange manure.. . .	6.6	9.2	4.2
Sulphate of ammonia.. . . .	18	....	....
Nitrolin.. . . .	18	....	....
Basic slag.. . . .	....	12	....
Ohlendorff's Peruvian guano.. . . .	7.4	8.1	2
Nitrate of lime.. . . .	14	....	....
Cotton seed meal.. . . .	4	1	1

The Windward Islands

In prewar years Grenada imported annually over 2,000 tons of fertilizers, about equally divided between chemical and organic. The analysis of organic or complete manures as reported by the Agricultural Department was on a basis of 5 per cent potash and 30 per cent phosphates. In a recent communication from the Superintendent of the Department the kinds of manures imported are set down as follows: T.S.G. cacao manure; Hubbard's cacao manure; basic slag; Hughes' Packard; Swift's cacao fertilizer.

The analyses for Hughes' Packard and T.S.G. are reported as follows:—

Hughes' Packard		T. S. G.	
Phosphoric acid.. . . .	7.27	Potash.. . . .	20.17
Equal to tri-basic phosphate of lime	15.87	Ammonia.. . . .	5.68
Phosphoric acid (insoluble).. . . .	5.48	Potash.. . . .	4.68
Equal to tri-basic phosphate of lime	11.97	Calcium oxide.. . . .	16.95
Nitrogen.. . . .	3.86	Soda, salts and magnesium, etc..	19.23
Ammonia.. . . .	4.70		
Potash.. . . .	5.22		

St. Lucia is of considerable importance as an importer of chemical manures. The supply in normal years chiefly comes from the United Kingdom, but at the present time is divided equally between the United Kingdom and the United States, only a small quantity coming from Canada. The requirements as stated by the Agricultural Department are: basic slag, 45 per cent; sulphate of ammonia, 25 per cent; sulphate of potash, 90 per cent; superphosphates of lime, 40 per cent; and nitrate of soda.

In St. Vincent the requirements for manure are small, the import figure last available showing a value of only £153. The trade is between the United Kingdom and the United States, about equally divided. The chemical manure imported is chiefly the potash varieties, and is used in combination with cottonseed meal to make a mixture suitable to the requirements of the arrowroot and cotton cultivation.

WEST INDIAN FIRMS IMPORTING MANURE

A large number of firms are engaged in this trade in the West Indies, some exclusively and others as a branch department of a general supply depot for the estates. A list of some of these leading firms can be supplied to any Canadian house on application to the Department of Trade and Commerce, Ottawa (quoting file No. 24310). The names of owners of the larger estates who import their own fertilizers can also be supplied. Up to the present time Canada has had but a small share of the trade in fertilizers in these colonies, and as the quantity imported is very large it would be worth the serious consideration of Canadian firms engaged in this business.

IMPORTS OF MANURES INTO THE WEST INDIES FOR TWELVE MONTHS FROM LATEST STATISTICS

The following statement, made up from the latest published Blue Books, shows the import of manures into the West Indies to value £583,817 per annum. The import into Bermuda and the Bahamas, which is not included in the statement given hereunder, valued from last returns respectively £13,159 and £513:—

Colonies	Tons		Value £	
	Chemical	Other	Chemical	Other
Trinidad.. . . .	.....	.....	31,801	3,184
Jamaica.. . . .	.....	.....	9,839	338
Barbados.. . . .	18,995	1,388	284,569	36,612
British Guiana.. . . .	8,310	2,734	184,335	18,444
Leeward Islands.. . . .	.....	.....	9,422	135
Grenada.. . . .	15	242	67	802
St. Lucia.. . . .	.....	.....	4,116	.....
St. Vincent.. . . .	.....	.....	153	.....

NORWEGIAN TINNED FISH TRADE

A message from Gothenburg says that Japan is beginning to prove a dangerous competitor to Norway as an exporter of tinned fish, according to the *Manchester Guardian Commercial*. It is reported that some time ago a couple of cargoes of Japanese tinned fish were imported into Sweden from Great Britain and sold at lower prices than Norwegian goods.

TRADE NOTES FROM NORWAY AND DENMARK

Norway's Declining Imports

Christiania, March, 1921.—The official statistics of the trade of Norway for the month of December, 1920, show that, as compared with the corresponding month of the previous year importation of almost all the above commodities has decreased, mainly owing to the fact that the stocks which had been exhausted during the war, were replenished in the course of 1919 and the first months of 1920. Now there are abundant supplies of every kind, and this, in connection with the unfavourable rate of exchange, probably will cause import statistics for the ensuing months to show still lower figures.

The Cost of Living in Norway

The index figures of the cost of living given in the trade paper *Farmand* show the following comparison:—

Feb., 1921	Dec., 1920	Oct., 1920	Aug., 1920	June, 1920
281.0	370	424.1	426.4	411.1

The Wood, Pulp and Paper Market

The sinking of prices continued during February, but without bringing the stimulation in demand so anxiously looked for. As it is impossible to say whether the fall has reached bottom, merchants are only covering their immediate requirements, and therefore the reduction of stocks is a slow process. The opinion is general that f.o.b. prices must be reduced still more, as the lack of money prevents covering at the present prices. The view expressed in *Timber* is that stocks held in England will last many months.

The pulp and paper market is practically unchanged. Larger orders are still missing, but smaller lots are in better demand. The *Paper Trade Review* insists that Swedish goods are too expensive, and that much more advantageous transactions can be done with Norway, Germany, and Austria, which countries can also in many cases deliver the same qualities. Scottish importers of props have paid some attention to offers recently, owing to the prohibitive costs of production at home.

Freight Market

The downward tendency of the market is still making itself acutely felt, and boats are constantly returning to this country in order to be laid up, as owners are unable to keep them going without running the risk of considerable losses. It is, however, the prevailing opinion that some months hence, owing to the decided downward tendency of costs of operation, it will be possible to keep at least the balance between profits and expenses.

MESOPOTAMIA ALSO ADOPTING MOTOR PLOUGHS

Comprehensive motor ploughing experiments have also been held in the Irak province of Mesopotamia, that is, between Bagdad and the coast. For fourteen consecutive days, we are informed, demonstrations were carried out under the auspices of the Department of Agriculture, three marks—British, Italian, and American—being tested. We understand that there was little to choose in the result obtained between any of them, while the fact that the drivers and mechanics were Arabs, and that not a single breakdown occurred, was distinctly in favour of a type of machine comparatively new to the country. The tests were keenly followed by Arab farmers, and the models eagerly purchased, a good omen not only for the extension of agricultural activities in this region, but, and it is a point that should not be missed by any concerned, for the future trade in modern farming machinery.

INVOICE REQUIREMENTS AND CONSULAR REGULATIONS OF BELGIUM

TRADE COMMISSIONER A. STUART BLEAKNEY

VALUE FOR DUTY

Brussels, March 15, 1921.—The value to be declared for duty is that of the merchandise at the place and time where and when it is presented for duty, not including the duty. In other words, the value to be declared is that which the merchandise has normally at the place of origin or of manufacture plus the cost of packing, transport, insurance, and commissions to the place where duty is collected, i.e. the sum of costs and charges which, added to the normal selling price at the place of origin, determine the value to be imposed, excluding duty. Account is taken of the official rate of exchange of foreign countries existing at the moment of import declaration.

VALUE OF DIFFERENT GOODS TO BE DECLARED SEPARATELY

The value of goods of different kinds and values should be separately declared. Practically no latitude is allowed in this direction.

UNDER DECLARATIONS

When goods are under declared in the opinion of the collector, such under declaration is notified to the importer in writing, together with the amount of supplement payable, and he is allowed five days' grace to pay up if the difference is under 10 per cent. In this case there is no fine. If the under declaration is greater than 10 per cent, a fine of ten times the supplement may be imposed. If good faith can be shown, no fine is collected.

A college of experts decides cases of dispute. The rights of the importer are well protected by the regulations governing disputes.

CERTIFICATES OF ORIGIN

Certificates of origin are apparently not required for Canada, being required only from Switzerland, Luxemburg, Spain, Holland, Denmark, Norway and Sweden, Poland, Czecho-Slovakia, and German Austria. This certificate must show that the merchandise is not of German origin. Nevertheless it is advisable to state on Canadian invoices the origin of the goods.

PAYMENT OF DUTY

- (a) Duty must be paid each time the goods are entered.
- (b) No allowance is made for deterioration.
- (c) Duty is collected for small quantities on basis of proportion of 100 kilogrammes.
- (d) When merchandise is composed of various materials, the goods are treated as composed of the substance preponderating.
- (e) Duties require to be paid in Belgian cash.
- (f) The goods themselves are the guarantee of payment of duty.

PACKING

Ordinary packing is not dutiable.

Used containers or packing cases being returned are not dutiable. In this regard a prominent importer states:—

“Ordinary packing is not dutiable. As a general rule, the gross weight is taken off packages and 3 per cent allowed as tare for bales and 15 per cent for cases, casks

and barrels. It is difficult to make a wide statement regarding packing, and the following instances taken at random will illustrate this:—

“Preserved meat in tins in cases.—The gross weight is declared, 15 per cent being allowed for exterior packing and a further 15 per cent being allowed for the tins.

“Soap.—Fifteen per cent is allowed for exterior packing, but duty is levied on the paper wrappings and boxes containing the soap at the same rate as the soap itself.

“Safety razor cases, for instance, pay duty on the same basis as the safety razors.”

SAMPLES

In principle, samples are treated like any other merchandise, with certain exceptions.

Samples of textiles when in pieces too small for commercial use are admitted free. When samples of complete articles such as handkerchiefs, ties, etc., are imported, these require to be rendered unsaleable before being admitted, if not to be re-exported. Thirty centimetres is the limit of length for samples of textiles.

Goods imported as samples by dealers, manufacturers, or travellers of foreign countries with a view to taking orders in Belgium, and which are not included in the above remarks, are allowed temporary free entry, a deposit is required as guarantee of re-export, the goods are sealed and exact details entered. Goods have to be re-exported at a specified port, sealed, and usually within three months, unless a special dispensation is secured.

GOODS N.O.P.

When goods cannot be brought under any item of the tariff by the customs they are charged 2 per cent. This case does not often occur in practice, as it is a matter of pride with experienced declarants to locate any goods under the most favourable tariff item.

TEMPORARY FREE ENTRIES

A very important category of goods in Belgium is that group which comes into the country to be further manufactured or finished and re-exported. Such temporary free entry is only allowed when the goods are susceptible of being bonded. The usual limit of time allowed in the country is six months' although cases of twelve months' time being allowed are known. Duty must always be paid as security, and a drawback is allowed if the re-exportation is carried out in good order and with unbroken leads.

Under certain conditions, this free entry is allowed on goods which have been sent abroad to be repaired, etc., and are re-imported, when it can be shown that the complementary work cannot be done conveniently in Belgium. In this case, duty is charged on any increase in weight. This does not apply to Belgian goods, but to foreign goods sent back to the factory for alterations or repairs.

SETTLERS' EFFECTS

Settlers' effects are free under certain reasonable conditions.

LICENSES

In principle, the importation, exportation and transit of all goods and merchandise is subject to the production of licenses.

There are two classes of license, those for all countries, except Germany, and those applying to Germany only.

The first class only affects Canada and applies to a few articles only:—

1. Natural butter.
2. Ether sulphuric.

3. Wheat and rye, in sheafs and in the state of flour or grain seeds.
4. Malt.
5. Sugar, all kinds.
6. Slaughtered veal.

Goods imported for the account of the Ministères are free from license. Licenses for food products are issued by le Département de l'Industrie du Travail et du Revêtement, when the commerce is free.

In a general way, merchandise in parcels of a gross weight less than 5 kilogrammes, when sent not oftener than daily to one address, is exempt from licenses.

INVOICE AND SPECIAL REQUIREMENTS

No special invoices are required and manufacturers' ordinary export invoices are accepted. In addition to this, invoices do not require to be consulated, nor shipping bills certified. Documents do not require to be in French, although, of course, it is of assistance if they are, but universal trade descriptions should be employed, not local expressions such as "merchant iron" for mild steel bars. To avoid confusion, abbreviations should not be used such as % for per cent.

Goods do not require to be described according to any particular phraseology, but it suffices if the merchandise is indicated as in domestic invoices. The invoice should include date, marks, weight, description of goods, unit price and total value.

In Brussels, a duty is levied of 10 centimes per package for all goods declared. This is done because the warehouses are not the property of the state. Goods in the ordinary way are declared by merchants, forwarding agents, etc., who have their declarants, and they are quite free to fix their own charges, although this is usually a nominal amount.

Every attention should be given to prompt transmission of bills of lading so that the immediate delivery of the goods can be obtained on arrival of steamers and unnecessary watching and port charges eliminated. This is a very important point and one which is constantly neglected.

The following scale of charges issued by the official forwarding agents of the Brussels Fair will give an idea of such costs here:—

Entering at customs, per 100 kilos.. . . .	Fr.	1.25
Entering at customs, car load lots.. . . .	"	15.00
For clearing inwards in bond for re-export, on deposit, per 100 kilos.. . . .	"	0.75
Watching charges in Customs House, per 100 kilos.. . . .	"	0.25
Cartage up to 300 kilos, per 100 kilos.. . . .	"	2.50
Cartage up to 300 to 1,000 kilos, per 100 kilos.. . . .	"	2.00
Cartage of more than 1,000 kilos, per 100 kilos.. . . .	"	3.00

The above information has been summarized from information supplied by the Belgian Ministry of Finance, supplemented and checked by customs experts. Full information and documents are on file at the External Tariffs Division of the Department of Trade and Commerce, Ottawa.

INVOICE REQUIREMENTS OF VENEZUELA

The consular regulations and invoice requirements of Venezuela have been published in leaflet form. A copy will be sent on request to any Canadian firm interested in exporting goods to Venezuela.

TRADE NOTES FROM FRANCE

TRADE COMMISSIONER HERCULE BARRÉ

The Market for Asbestos

Paris, March, 1921.—The market in this industry is sluggish. Consequent upon the exchange situation prices generally too high; and firms have considerable quantities of stocks in hand. At present the French market can absorb only 3,000 to 4,000 tons of Canadian asbestos annually. That this amount will increase very considerably may be regarded as certain, as at least fifteen of the largest French manufacturing factories are engaged in the industry, and stocks of roofing asbestos are required in the reconstruction of buildings in devastated areas. Complaints have been made that recent shipments of Canadian asbestos from England have not been up to sample. French importers would much prefer dealing direct with Canadian mines.

The following figures give the importations into France of threads and ropes, tresses, tissues, laces and other manufactures in asbestos for the four years 1917-20:—

Year	Tons (Net)	Value (in 1,000 francs)
1917.. . . .	771	2,647
1918.. . . .	778.5	3,421
1919.. . . .	3,063.5	13,601
1920 (ten months).. . . .	2,660.6	16,485

Lyons Fair

The Lyons Fair opened on the 1st March, continuing for the customary period of fifteen days. Trade depression and exchange difficulties, coupled with the uncertain political situation, prevented many nations from being represented. The number of French and foreign firms exhibiting reached 2,541, of which only 10 per cent were foreign, as against 20 per cent last year. Great Britain led the foreign contingent with 115 stands. Czecho-Slovakia came second with 32, China had 2 stands, and Chile 1. The slight restoration of confidence in the stability of conditions felt within recent weeks brought along many exhibitors at the last moment.

Over sixty British firms, covering an important range of British products, were grouped by the Federation of British Industries, under whose auspices a daily kinema performance showing many British products in process of manufacture and two Canadian films illustrating salmon fishing and the utilization of water-power was given. The section dealing with clothing and the industries connected therewith bulked largest with 640 stands. China had 170 stands at this fair.

The Lyons Fair has been divided into two parts: (1) *The Spring Fair*, confined to fancy goods, textiles, stationery, office requisites, pottery, glasses, etc.; and (2) *The Autumn Fair*, devoted to engineering, metals, building materials, machinery and electrical equipment. Food stuffs are shown at both exhibitions.

For the first time, British pottery manufacturers exhibited at Lyons, ten stalls having been taken. Ten British firms exhibited stationery and office requisites. Textile industries have not done much this year. There was a fair demand for certain kinds of toys, chiefly of a mechanical type; also "soft" toys like teddy-bears or stuffed animals. Firms which exhibited these goods on previous occasions found that their enterprise had borne fruit, and this year again they rented stalls.

As was anticipated from the prevailing high rate of currency and the general stagnation in trade, the Lyons Fair was far from being a success this spring, judged by the amount of sales effected.

Auctions of Furs and Skins

The results of the sales of furs and skins which took place on the 23rd and 24th of February indicate an improvement in the French market. The fall in prices

of furs of good quality has been checked, while that of certain others, such as the marmot and the pekans, has increased somewhat, according to quality. The squirrel (Siberian) and the fox have sold well. In the case of furs of inferior quality, prices have undergone no change.

The following prices may be taken as a general indication of the trend of the market:—

Astrakan—30 to 145 francs.	White hare—6 to 9 francs each.
Chinchilla rat—3 to 7.50 francs.	Marmot—30 to 78 francs.
Civet cat—3 to 10 francs.	Sable—1,200 francs.
Ermine—9 to 12.25 francs.	Opossum—4 to 16 francs.
Colinsky—5 to 36 francs.	Pekan—500 to 1,300 francs.
Rabbit (first-class)—about 3 to 4 francs.	Silver fox—up to 4,500 francs.
Rabbit (second-class)—40 to 155 francs per dozen.	White fox—up to 600 francs.
	Country fox—up to 50 francs.

Fox furs of various countries sold well; monkeys were at the average price; whilst the sale of skunks was satisfactory.

CANADIAN ORIGIN IN RESPECT OF GOODS ENTITLED TO FRENCH MINIMUM TARIFF

Mr. Hercule Barré, Canadian Government Trade Commissioner, Paris, under date of March 31, 1921, sent the following information as to what constitutes Canadian origin in respect of goods entitled to the minimum tariff on account of their being the produce or manufacture of Canada:—

"In order that a manufactured article may be considered as a product of a country enjoying the minimum tariff, it is not essential that the raw material from which it is manufactured should be in itself a product of the same country. However, in the case of articles manufactured from raw material brought from other countries, a distinction should invariably be made between such raw material transformed by process of manufacture as to lose its original character, and such material that has merely received a simple application of labour.

"In the first case, the manufactured product will be considered as originating in the country where the transformation has taken place; in the second case, the added labour applied to the raw material must raise the value of the manufactured product, surtax included, into an item of higher tariff."

THE IMPORTANCE OF A BRAND LABEL

The case of *Scaliaris v. E. Ofverberg and Co.*, in which Lords Justices Bankes, Scrutton and Atkin upheld, in the Court of Appeal, the decision of Mr. Justice Rowlatt, is of interest to all sections of the commercial community, says the *British Export Gazette*. The case concerned the delivery f.o.b. New York for shipment to Liverpool of a quantity of a particular brand of saccharine. There was some delay in reaching Liverpool, the vessel being diverted by orders of the Admiralty to Glasgow, and before it reached the Scotch port the shippers, who were the defendants in the case, warned the plaintiff that some of the goods did not bear the manufacturer's label, another label having been substituted in its stead. Altogether some 400 pounds bore the substituted label. The plaintiff, therefore, claimed damages, and his claim has been upheld, all the justices holding that when goods are sold as of a particular brand the undertaking is that they shall be so labelled by the manufacturer, and that there is no obligation on a purchaser to accept goods which do not bear such a label, even though they may be made by the manufacturer in question. The decision is sound in every respect, and one to be very carefully noted.

PREFERENTIAL TARIFF OF BRITISH GUIANA

The new preferential tariff of British Guiana has been published in pamphlet form. A copy will be sent on request to any Canadian firm interested in exporting goods to British Guiana.

NEW PREFERENTIAL TARIFF ADOPTED BY TRINIDAD

The Department of Trade and Commerce, under date of April 9, received the following cablegram from Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad:

"New Tariff Bill has been passed; preferential tariff of 50 per cent."

The first tariff adopted by Trinidad in consequence of the Canada-West Indies Trade Agreement of June last provided for a preference of 33½ per cent on most articles. This tariff was published in *Weekly Bulletin* No. 880 of December 13, 1920. No advice has yet been received as to whether the schedule of rates under the preferential tariff or the schedule under the general tariff has been altered in order to provide the larger preference.

MAILING OF THE "WEEKLY BULLETIN"

The *Weekly Bulletin* will in future be mailed at Ottawa before noon on Saturdays. Copies of the publication should be in the hands of subscribers on the following days: those in Ottawa, Montreal, Quebec City, Halifax, St. John, Toronto, Hamilton, and various points in western Ontario, on Monday; in Winnipeg, Regina, and Saskatoon, on Tuesday; in Edmonton and Calgary, on Wednesday; and in Vancouver, on Thursday of each week.

Repeated late or non-receipt of issues should be reported to the Director, Commercial Intelligence Service, Ottawa.

AUSTRIA "DUMPING" PAPER INTO SPAIN

Señor Luca de Tena, editor-proprietor of *A.B.C.*, the well-known Madrid daily, who some months ago procured a large quantity of paper from Germany on advantageous terms, has announced, says the *London Times Trade Supplement*, that he can now obtain from Austria 12,000 tons delivered f.o.b. at Valencia at the low price of 50 pesetas per 100 kilograms. He has actually purchased 4,000 tons at that figure and holds an option on the remaining 8,000 tons, which he offers to his press colleagues. The delivery of the paper is conditional on settlement being made in food-stuffs. Spanish paper manufacturers protest that if such cheap newsprint is allowed to enter the country in quantity their industry will be destroyed. The price quoted is said to be lower than that at which Austrian paper merchants are selling to their home customers.

CHANGES IN FRENCH IMPORT DUTIES

A cablegram from Lieut.-Col. Hercule Barré, Canadian Trade Commissioner, Paris, dated April 4, reads as follows:—

"The *Journal Officiel* of 3rd April publishes a decree increasing the general tariff to a maximum of three hundred per cent difference with minimum. United States continue paying actual general tariff."

Canada will benefit partially under the provisions of the minimum list classification under the new trade treaty between France and Canada, the text of which was published in the last number of the *Weekly Bulletin*.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING APRIL 13, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending April 13; those for the week ending April 6 are also given for the sake of comparison:—

		Parity.	Week ending April 6, 1921.	Week ending April 13, 1921.
Britain.	f	1.00	\$4.86	\$4.3283
France.	Fr.	1.	.193	.0795
Italy.	Lira	1.	.193	.0481
Holland.	Florin	1.	.402	.3864
Belgium.	Fr.	1.	.193	.0829
Spain.	Pes.	1.	.193	.1565
Portugal.	Esc.	1.	1.08	.1005
Switzerland.	Fr.	1.	.193	.1943
Germany.	Mk.	1.	.238	.0181
Greece.	Dr.	1.	.193	.0813
Norway.	Kr.	1.	.268	.1798
Sweden.	Kr.	1.	.268	.2641
Denmark.	Kr.	1.	.268	.2008
Japan.	Yen	1.	.498	.5472
India.	R.	1.	2s.	.2931
United States.	\$	1.	\$1.00	1.1168
Argentina.	Pes.	1.	.965	.8432
Brazil.	Mil.	1.	.4850	.1591
Roumania.	Lei	1.	.193	.0159
Jamaica.	£	1.	4.86	4.3851
Shanghai, China.	Tael	1.	.631	.7259
Batavia, Java.	Guilder	1.	.402	.3741
Singapore, Straits Settlements.	\$	1.	.49	.5109
Barbados.	\$	1.	1. .90½-.93	.911¼-.945¼
British Guiana.	\$	1.	1. .90½-.93	.911¼-.945¼
Trinidad.	\$	1.	1. .90½-.93	.911¼-.945¼
Dominica.	\$	1.	1. .90½-.93	.911¼-.945¼
Grenada.	\$	1.	1. .90½-.93	.911¼-.945¼
St. Kitts.	\$	1.	1. .90½-.93	.911¼-.945¼
St. Lucia.	\$	1.	1. .90½-.93	.911¼-.945¼
St. Vincent.	\$	1.	1. .90½-.93	.911¼-.945¼
Tobago.	\$	1.	1. .90½-.93	.911¼-.945¼

HARDWARE MARKET IN LAHORE, INDIA

Hardware merchants in Lahore buy their stocks mostly in Calcutta and Bombay, though they also buy direct from England, the United States and Germany. Some hinges and files are bought direct from Sweden and Norway. The majority of the wire nails imported from the United States, though the merchants are beginning to buy them from Belgium as the exchange now favours Europe, since it takes 400 rupees to buy \$100 exchange. Various kinds of tools and machinery come from Germany. Quite a line of hardware is carried in stock, including hacksaws, files, brass and steel screws, wire nails, brass and iron hinges, boxwood rules, screw hooks, curtain hooks, galvanized iron for roofing, galvanized bolts and nuts, paints and colours, faucets, augers, etc.

CAWNPORE, COMMERCIAL AND DISTRIBUTING CENTRE FOR NORTHERN INDIA

Cawnpore is an important centre for the leather industry. Boots, shoes, saddles, harness, trunks, bags, and other leather goods are manufactured there. There are also woollen and cotton mills, tent factories, which are very important, flour mills, and iron factories. It is a distributing and commercial centre and the industries are constantly expanding. A most striking feature is the presence in the bazaars of American and Chinese made shoes in a shoe-manufacturing district. Because of the numerous and large industries, Mr. Batchelder thinks that the possibilities of furnishing supplies for the factories and mills is well worth investigating.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

2916. Alimentary products.—European firm in Canada, representing a large French importing concern desire to get in touch with Canadian exporters of canned goods anxious to sell their products in France. First-class references.

2917. Paper pulp.—An important trading company in Japan desire to receive quotations for paper pulp in connection with the requirements of the Japanese Government. Firms desiring to tender are requested to submit quotations c.i.f. Yokohama, and counter samples must be provided, together with full particulars in regard to prices, delivery, etc. Orders are expected to amount to about 300 long tons monthly. Samples of the material required may be examined on application to the Department of Trade and Commerce, quoting file No. 17533.

2918. Paper pulp.—A Japanese import house of good standing are in the market for bleached and unbleached wood-pulp, and can place orders for 300 tons a month if prices and samples are satisfactory. For further particulars apply to the Department of Trade and Commerce, Ottawa.

2919. Timber and joinery.—A firm in Brighton, England, wish to purchase direct from British Columbia manufacturers regular supplies of Douglas fir and other building timber, planed, and to sizes: $\frac{3}{4}$ inch by 9 inches, 1 inch by 9 inches, 1 inch by 11 inches, $1\frac{1}{2}$ inch by 9 inches, 2 inches by 9 inches, 3 inches by 2 inches, and 4 inches by 2 inches; also wood suitable for sash purposes, sizes 2 inches by 3 inches, 2 inches by 4 inches, 2 inches by 5 inches, 2 inches by 6 inches, 2 inches by 7 inches, and 2 inches by 8 inches, and ready-made doors, and other joinery and plywood.

2920. Cheap furniture.—One of the largest firms of commission agents in Trinidad, with branch offices in Demerara and Barbados, would like to represent a Canadian firm manufacturing a cheap grade of upright chairs, both with wooden and cane seats, and also rocking chairs. I prices are right, a large business can be guaranteed.

2921. Engineering and structural materials.—A responsible Canadian firm of contractors and consulting engineers established in London, who are interested in public works contracts in certain British colonies, invite Canadian manufacturers of engineering and structural materials wishing to obtain export business to submit to them full particulars of their products.

2922. Hardware.—Manufacturers' agent in Ireland desires to get into touch with Canadian manufacturers of the following: carpet whisks, hay rakes and forks, manure forks, scythe snaths, wood and zinc washboards, spring clothes pegs, hurricane lanterns, hatchets and felling axes, wood handles for shovels, spades, hoes, brooms, picks, slashers, axes, hammers, etc. Highest references given.

2923. **Hardware.**—A responsible firm of manufacturers' agents in Scotland desire to purchase the following in large quantities: hay forks, manure forks, hoes, axes and claw hammers, clothes pins, washboards, tool handles, etc. It is essential that these should be manufactured in Canada by a firm owned and managed by Canadians, and if these conditions can be fulfilled there are opportunities of a large volume of business.

2924. **Surgical instruments.**—An old-established firm in Naples would be glad to buy on its own account surgical instruments in Canada.

2925. **Electrical material.**—A Milanese house wish to buy electrical material in Canada.

2926. **Heavy chemicals and pharmaceutical products, chemical fertilizers, colours, varnishes, etc.**—A firm of commission agents established in Naples wish to represent Canadian houses dealing in the foregoing articles.

2927. **Machinery for paper mills, raw materials for same, wood-pulp, etc.**—An old-established firm in Milan with branch office in Rome, would be willing to import from Canada.

2928. **Dental equipment.**—A Cape Town commission agent, dealing specially in dental and medical lines, desire to get in touch with Canadian manufacturers of dental equipment and sundries. With first letter should send two copies of catalogue, together with prices f.o.b. Canadian Atlantic ports, such prices to include agent's commission.

2929. **Medical specialties.**—A South African house, with head office at Cape Town, are anxious to get into touch with manufacturers of medical specialties in the Dominion.

2930. **Canvas boots and shoes.**—A Cape Town commission agent, already representing certain Canadian manufacturing houses, and regularly covering the whole South African territory, wishes to negotiate representation for Dominion manufactures of canvas boots and shoes, with leather and rubber soles, men's, women's, and children's. Prices f.o.b. Montreal or St. John, and catalogues or illustrations desired with first letter.

2931. **Agencies in Jamaica.**—A large firm of commission agents in Kingston, Jamaica, who are importers and exporters, with good banking and other references, are in the market for general Canadian agencies, and are in a position not only to take care of shipments to Jamaica, but would be able to ship sugar or other products of the island to Canadian firms.

2932. **Representation in Mexico.**—Young man, having represented a Canadian firm in Mexico, and being able to speak and write Spanish, also having a very good business connections in Mexico City, wishes to represent Canadian firms in that country. Expecting to leave for Mexico soon.

Miscellaneous Inquiries from Jugo-Slavia

2933. **Artificial fertilizers.**—An organization at Belgrade, Jugo-Slavia, would be interested to receive quotations from Canadian exporters of artificial fertilizers.

2934. **Electrical supplies.**—A dealer at Zagreb, Jugo-Slavia, in electrical supplies would be interested to hear from Canadian exporters.

2935. **Textiles.**—A firm of importers in Zagreb, Jugo-Slavia, would be glad to hear from Canadian exporters of textiles and other lines suitable for the Jugo-Slav market.

2936. **Paints and chemicals.**—A firm in Zagreb, Jugo-Slavia, would be interested to hear from Canadian exporters of paints and chemicals.

2937. **Hardware and metals.**—A firm in Belgrade, Jugo-Slavia, would be interested to receive particulars from Canadian exporters of hardware, iron and steel and other metal lines, and agricultural implements.

2938-40. Three firms of commission agents in Belgrade, Jugo-Slavia, would be interested to receive particulars from Canadian exporters desirous of developing trade with that market.

2941. **Hardware and metals.**—A firm in Belgrade, Jugo-Slavia, would be interested to receive particulars from Canadian exporters of hardware, iron and steel and other metal lines, and agricultural implements.

2942. **Electrical supplies.**—A dealer in electrical and technical goods at Belgrade, Jugo-Slavia, would be glad to receive particulars from Canadian exporters of these lines.

2943. **Electro-technical supplies.**—A firm in Belgrade, Jugo-Slavia, dealing in electro-technical supplies would be interested to hear from Canadian exporters of these lines.

2944.—A firm in Dalmatia would be glad to receive particulars from Canadian exporters of provisions and other lines suitable for that market.

2945.—An importing organization in Zagreb, Jugo-Slavia, would be interested to receive particulars from Canadian exporters of goods suitable for the Jugo-Slav market.

2946. A firm at Zagreb, Jugo-Slavia, would be glad to receive particulars from Canadian exporters of goods suitable for the Jugo-Slav market, including alimentary products and other lines.

2947. A firm at Zagreb, Jugo-Slavia, and with a branch at Belgrade, would be glad to receive particulars from Canadian exporters of goods suitable for that market.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Montreal

To LIVERPOOL.—*Canadian Raider*, Canadian Government Merchant Marine, Ltd., about May 4; *Canada*, Dominion Line, about May 7; *Vedic*, Dominion Line, about May 14; *Megantic*, Dominion Line, about May 21.

To GLASGOW.—*Saturnia*, Anchor-Donaldson Line, about April 20; *Cassandra*, Anchor-Donaldson Line, about May 6; *Saturnia*, Anchor-Donaldson Line, about May 27.

To LONDON.—*Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about May 11; *Bosworth*, C.P.O.S. Line, about May 6; *Dunbridge*, C.P.O.S. Line, about May 20.

To INDIA AND FAR EAST.—*Canadian Leader*, Canadian Government Merchant Marine, Ltd., about May 11.

To AUSTRALIA AND NEW ZEALAND (via Panama canal).—*Canadian Commander*, Canadian Government Merchant Marine, Ltd., about May 4.

To ST. JOHN'S (NFLD.).—*Manola*, Canadian Steamship Lines, Ltd., about May 4.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, BUENOS AIRES.—*Hesperus*, Houston Line, about May 20.

To WEST AFRICA.—*Kaduna*, Elder-Dempster & Co., Ltd., about May 6.

To EASTERN AND FAR EASTERN PORTS.—A steamer, Ellerman-Bucknalls, about May 10.

To AVONMOUTH.—*Bothwell*, C.P.O.S. Line, about May 21.

To MANCHESTER.—*Manchester Port*, Manchester Line, about May 12; *Manchester Exchange*, Manchester Line, about May 26; *Wyncote*, Furness Line, about May 14.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

From St. John

To LIVERPOOL.—*Empress of France*, C.P.O.S. Line, about April 22; *Melita*, C.P.O.S. Line, about April 27.

To LONDON.—*Tunisian*, C.P.O.S. Line, about April 21.

To MANCHESTER.—*Manchester Shipper*, Manchester Line, about April 27.

To DUBLIN.—*Fanad Head*, Head Line, about April 25.

To BELFAST.—*Fanad Head*, Head Line, about April 25.

To HAVRE.—*Tunisian*, C.P.O.S. Line, about April 21.

To RIO DE JANEIRO, SANTOS, MONTEVIDEO, AND BUENOS AIRES.—A steamer, Houston Line, about May 20.

To EASTERN AND FAR EASTERN PORTS.—*Halesius*, Houston Line, about April 20.

From Halifax

To BRITISH WEST INDIES.—*Caraquet*, Royal Mail Steam Packet Company, about April 29.

To LIVERPOOL.—*Saturnia*, Anchor-Donaldson Line, about April 23; *Haverford*, White Star-Dominion Line, about April 25.

To MANCHESTER.—*Manchester Shipper*, Manchester Line, about May 1.

To GLASGOW.—*Saturnia*, Anchor-Donaldson Line, about April 22; *Saxonia*, Cunard Line, about April 23.

To PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Anchor-Donaldson Line, about April 28.

To ST. JOHN'S (NFLD.).—*Sable I.*, Farquhar & Co., about April 24; *Rosalind*, Red Cross Line, about May 2.

To BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Observer*, Canadian Government Merchant Marine, Ltd., about April 20.

To HAVANA (CUBA).—*Canadian Sealer*, Canadian Government Merchant Marine, Ltd., about April 23.

To RIO DE JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Canadian Volunteer*, Canadian Government Merchant Marine, Ltd., about April 20.

From Vancouver, B.C.

To LIVERPOOL, LONDON, HULL, ROTTERDAM, AMSTERDAM, ANTWERP, HAMBURG, AND HAVRE.—*Eemdijk*, Holland-America and Royal Mail Lines, loading in April.

To SYDNEY AND MELBOURNE.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 15.

To SINGAPORE AND CALCUTTA.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about May 10.

To LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Centurion*, Harrison Direct Line, about May 22.

To KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about May 15.

To AUSTRALIA AND NEW ZEALAND.—*Niagara*, Canadian-Australasian Royal Mail Line, about May 7.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about April 28; *Empress of Russia*, C.P.O.S. Line, about May 26.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, C.P.O.S. Line, about April 19; *Monteagle*, C.P.O.S. Line, about May 10.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major Ernest Leonard McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable address, Contracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Mexico:

Mexico, British Consul General.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

**LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE
DEPARTMENT OF TRADE AND COMMERCE**

(Revised to April 1, 1921)

NOTE.—Applications for copies should be addressed to the Deputy Minister, Department of Trade and Commerce, Ottawa, except as otherwise stated.

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Inspection of Water Meters Act (d). Lead Bounties Act. Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d). Zinc Bounties Act.

**LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF
TRADE AND COMMERCE. (CURRENT).**

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
List of Licensed Elevators, etc.
Patent Office Record (Weekly) (a).
Weekly Bulletin, containing Reports of Trade Commissioners and other Commercial Information.
Annual Report of Weights and Measures, Electricity and Gas (d).

(MISCELLANEOUS)

Canada and the British West Indies (1915). (Out of print).
Canada the Country of the Twentieth Century (1915). (Out of print).
Canadian Economic Commission to Siberia (1919).
Canada-West Indies Conference (1920).
Dominion Grain Research Laboratory (1920).
Grain Inspection in Canada (1914).
German War and Its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
Report of Special Trade Commission to Great Britain, France and Italy—(French and English), (1916).
Rules and Forms of the Canadian Patent Office (a).
Rules and Regulations made by the Board of Grain Commissioners.
Russian Trade (1916).
Trade after the War (1916).
Timber Import Trade of Australia (1917).
Trade between Canada and the British West India Colonies (1920).
Trade with China and Japan (1914).
Trading with Egypt (1921). (Price outside Canada, 35 cents).
Trade with Greece (1921).
Trade with South China (1918).
Trading with Spain (1920).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom (1918).
Toy Making in Canada, 1916.

PUBLICATIONS OF THE BUREAU OF STATISTICS (c).

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list see note (c).
Census of Canada (1911). VI Vols., Bulletins, etc.
Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital, (annual and monthly).

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, livestock, coal, prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Application should be addressed to: Director, Weights and Measures Service, Ottawa.

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Indian Market for Leather, Footwear, Clothing
Apple Market Conditions in Great Britain
Canadian Cattle Wanted: Scotland and Liverpool
Flax and Butter Markets in United Kingdom
Exporters should Appoint Agents in Britain
Analysis of Canada's Trade with United States
New British Industries Founded in Australia
Opening for Canadian Products in West Africa
Trade Conditions in the South African Union
Increases in the Customs Tariff of Japan

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

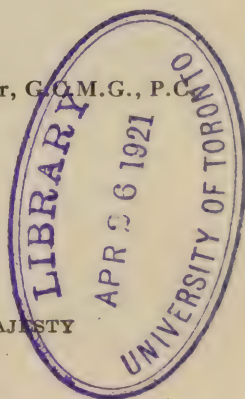


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

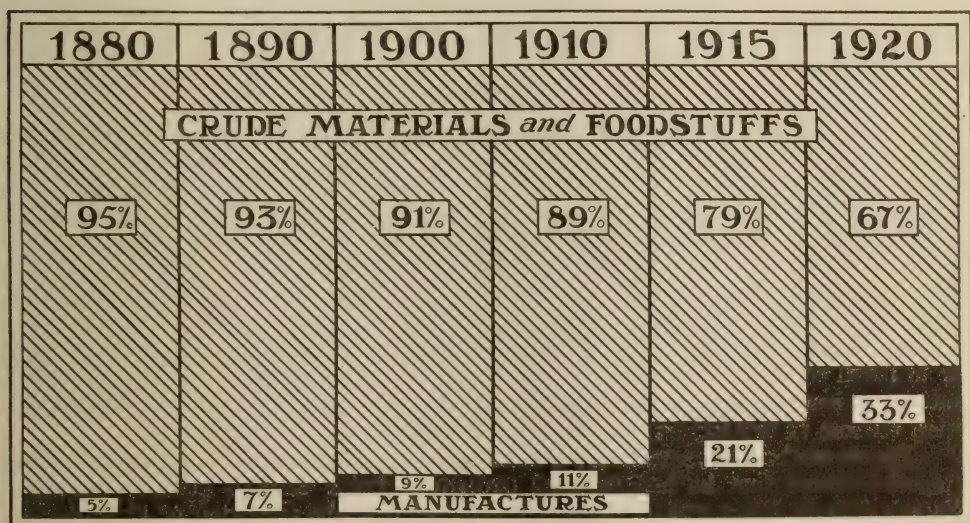
Ottawa

Monday, April 25, 1921

No. 899

GROWTH IN CANADA'S EXPORTS OF MANUFACTURED GOODS, 1880-1920

The graph shown below records the increase in the percentages of our exports of manufactured products in periods from 1880 to 1920. Exports of crude materials and foodstuffs are represented by the shaded lines; manufactured products by the heavy black. The significance of the percentages shown is that they indicate a steady and rapid increase in the growth of the exports of Canadian manufacturing industries. In 1880, 95 per cent of our exports consisted of raw materials and foodstuffs, and 5 per cent of manufactured goods. This proportion has steadily decreased, until in 1920 raw products were represented by 67 per cent of the exports, while exports of manufactured products had risen to 33 per cent.



PROPOSED FORMATION OF EXPORT CLUBS IN CANADA

There is a movement on foot in Toronto to form an Export Club, which it is sincerely to be hoped will receive substantial support. If this laudable attempt to place export trade on a sounder footing be a success, it should lead to an extension of the idea, and eventually perhaps to the formation of a Canadian Association of Export Managers, or of Canadian Exporters. Any efforts that aim to elevate the subject of export trade to its rightful position in Canadian national life, and to place it upon a scientific basis, deserve the strongest backing.

Export clubs or associations have been, and are being formed in the United States, and for them a sphere of considerable usefulness is being predicted. The same remarks apply to any that may be formed in Canada, for there is plenty of scope. Their success or their failure will depend upon the amount of real, practical service that they render, and the influence which they exert in the promotion of high aims, and in encouraging determination, energy, and thoroughness among Canadian exporters. The attitude of exporters and potential exporters toward export trade during the coming ten years will be of very great importance to this country.

INDIA AND THE MIDDLE EAST AS A MARKET FOR LEATHER, BOOTS AND SHOES, AND WEARING APPAREL

H. R. POUSSETTE, DIRECTOR, COMMERCIAL INTELLIGENCE SERVICE

[This is the eighth of the series of articles on the Markets of India and the Middle East. The following are the articles which have been already published with the numbers of the Bulletin in which they appeared: Provisions (No. 892); Wood and Timber and Paper (No. 893); Agricultural Machinery (No. 894); Iron and Steel Products (No. 895); Machinery and Parts and Mill Stores (No. 896); Electrical Machinery and Automobiles (No. 897); and Hardware and Paints (No. 898).]

[It should be noted that the nominal value of the rupee is now 2 shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. to 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000 rupees, and is written 1,00,000; a crore equals 100 lacs. In India the rupee is divided into 16 annas, and the annas are further subdivided into 4 pice and 12 pies. In Ceylon the rupee is divided decimally. One rupee is equivalent to \$0.324 at par of exchange. The pice is equivalent to \$0.0048 Canadian currency, at par of exchange. The pie is equivalent to \$0.0016. One anna, which equals 12 pices or 4 pices, is valued at par of exchange \$0.02.]

Leather

The imports of leather into India were valued at Rs. 18 lacs in the fiscal year ending March 31, 1920. Foreign-made leather is confined almost entirely to the better qualities. This is natural, as India produces large quantities herself, of a quality suitable to the demands of the population outside of the European and the wealthier class of Indians. The English and American leathers are undoubtedly better than the local product. The difference in price on custom-made boots in the manufacture of which imported leather is used as compared with the domestic, shows that this is fully recognized. One importer in comparing United Kingdom and United States leather with that of India, said that the last does not compare in grain or in finish with the other two, nor is it prepared so economically. While the importations of leathers are not very considerable, they are large enough to warrant Canadian tanners in making an attempt to establish business relations.

Patent leathers apparently come in almost entirely from the United States. One importer stated that he had received quotations for a German product through a French firm in Paris, and he further mentioned that the quotation of \$1.35 cents a pound was given in United States currency.

In addition to the demand for leather itself, there is a market for manufactured leather articles such as trunks, suit cases, etc. The imports of these in fiscal year 1919-20 were valued at over Rs. 3½ lacs. Leather pickers were purchased abroad to the value of Rs. 5½ lacs, picking bonds and strips to over Rs. 4 lacs, and roller skins to Rs. 5½ lacs—all of which are used in the jute mills. Saddlery and harness were imported from the United Kingdom in the same year to the value of over Rs. 2½ lacs. As far as harness and saddlery are concerned, it would probably be useless to attempt to compete in this market, unless manufacturers were prepared to make exact imitations of the English articles. An article made on a pattern to which the public are unaccustomed would meet with no success.

Boots and Shoes

The manufacture of boots and shoes in India has attained considerable importance, and local producers are able to fairly well take care of the demands made by the ordinary classes of the population. As India is an enormous producer of hides and skins, it is advantageous as well as natural, that boots and shoes should be made within the country, and this industry may be considered as one admirably adapted to it.

LEATHER IMPORTS

In spite of the competition put up by local manufacturers, boots and shoes or leather were imported in fiscal year 1919-20, to the value of nearly Rs. 32 lacs. Boots and shoes were freely supplied from the United States during the war, when they were not obtainable from the United Kingdom, but it would appear from the statements of dealers, that with the freeing of British industries, they have returned very largely to their old source of supply. At the same time there are several well-known United States makes on the market, and these are probably in considerable demand. It was noted that two well-known makes of American boots are advertised in the local papers. This at least shows an aggressive spirit, which will probably meet with success.

DEMAND, SIZES, AND PRICES

The strongest objection levelled against American shoes by importers is, that they are becoming too expensive, what with high prices and the adverse rate of exchange. The market for imported shoes is entirely confined to Europeans, Anglo-Indians, and the better classes of Indians. The demand is all for ordinary kinds—that is black, brown, and patent; but for shoes rather than boots, and in narrow rather than broad toes. The average sizes run from 6 to 9 for men, in broad last. One dealer showed some samples which he had obtained from Canada. He stated that they were from 20 to 30 per cent too high in price, and that he could not possibly sell them. The principal demand is for a shoe that would cost from Rs. 8 to Rs. 10 c.i.f. It is probably useless to give prices, as exchange is fluctuating so violently that, unless they are given in sterling or gold dollars, they are practically without value for purposes of comparison. Side spring shoes, made of glazed kid, buck, willowcalf, are in considerable demand, but as these are largely worn by natives, it is more than likely that their requirements are met by domestic manufacturers.

The boot and shoe trade in India is divided into two classes—one for Europeans and the other for the bazaar. A dealer who caters to the best class of trade mentioned that boots for men mostly in demand with him run from £1, 2s. f.o.b. United Kingdom, but he added that he was more interested in securing from Canada a high-class lady's shoe in leather and satin, which might run from 35s. to 40s. a pair.

The manufacture of boots and shoes in India appears to be conducted in connection with some of the large tanneries, and it is said that there is a good deal of boot and shoe machinery on order, but it is doubtful if this had arrived at the time of the writer's visit. India is suffering from labour troubles like the rest of the world, and it is highly probable that this may have a strong influence upon the local manufacture of boots and shoes, particularly as it concerns the possibility of keeping out the foreign-made article.

With regard to the use of boots and shoes amongst Indians, in walking along in the towns and cities one notices that while a great many of the people do not wear socks, most of them wear some form of shoe. In all likelihood, therefore, the tendency will be for the demand in boots and shoes to increase steadily, and as the use becomes more general the demand for a better-class article will move with it. Rubber shoes for athletic purposes are in considerable request in India, and in Burma there is a market for these with stout canvas uppers, not merely for athletic purposes, but also as ordinary footwear by the natives. These articles are almost entirely shipped from Edinburgh. They have made for themselves an excellent reputation, as it is conceded that they are of uniformly good quality and exceedingly well packed.

From inquiries made, it would seem that several of the importers are ready to consider quotations from Canadian manufacturers, particularly if these are accompanied by samples. There is also a large demand in India and Ceylon for white shoes, especially for women.

BRUSHES

Trade in brushes of various kinds is of some little importance, but at the same time these goods are now being made locally, and dealers are of the opinion that the domestic article will be able to withstand foreign competition, or at the worst, keep the trade down to its present proportions. The total imports of brushware for fiscal year 1919-20 were valued at about Rs. 9½ lacs.

Brushes were manufactured in India before the war, but were largely confined to horse and mule body brushes and brushes for cleaning military equipment, clothes, etc., and also a certain quantity of hair brushes. As India is well off for bristles, her manufacturers should be able to withstand foreign competition in the future; certainly this should be the case if the factories are properly organized.

Carpet brooms are practically never seen in the country, as the sweeping, which is all done by Indian servants, is performed with the locally made article. This is very often not much more than a bundle of twigs tied together. A few Europeans may use the ordinary broom, the demand for which must be infinitesimal.

Wearing Apparel

HOSIERY

Cotton textiles, so far as imports are concerned, are presumably not of much interest to Canadian exporters, in consequence of which little time has been expended by the writer on them. Inquiries have been confined to those particular articles which it has been thought may be of absolute necessity to Canadian manufacturers in search of a market. Going down the list of textiles, the first that is likely to attract attention is hosiery. A reference to the trade statistics will show that the total imports for 1919-20 were valued at about Rs. 1½ crores, or roughly £1,500,000. (These figures also probably include underwear.) They show a very considerable advance on the two previous years. The imports for the first two months of 1920-21 (April and May) were valued at about Rs. 28 lacs, and underwear, which in that year was separated from hosiery, at something over Rs. 4 lacs. As may be gathered from the statistics, Japan in 1919-20 had about 90 per cent of the business, and for the first two months of fiscal year 1920-21 appeared to be holding her own. This in spite of the fact that, owing to the methods practised by the Japanese in the later years of the war, the goods of that country are not popular. But as has been stated, for the bazaar trade cheapness is everything, and the Indian with little money to spend does not stop to consider whether it will pay him in the long run to buy a better class of hosiery at a high price; it is simply a question most times of being able to buy something cheap or nothing at all. Cotton hosiery is now being imported from Hong Kong, where it is manufactured, and according to one dealer these goods are quite equal to the Japanese; and they are cheap.

Undoubtedly the demand for hosiery is on the increase, as even the poorer class like to wear them on special occasions. In the towns and cities this is very noticeable. It is almost certain, as the wealth of the country increases, that natives who have become habituated to the wearing of shoes without socks will not be satisfied until they wear the other also. The Burmese men seem to be fonder of hosiery than the people of other parts of India, and they wear them when they can afford them, although, singularly enough, this practice is not shared by their women. For the Europeans, Anglo-Indians, and the better-class Indians cotton hosiery is purchased very largely from the United Kingdom and the United States, and judging by the displays in windows, from advertisements, and from information gathered, the latter country appears to have the bulk of the business. Not only in better-class shops but also in the bazaars, every one of the well-known makes of United States hosiery are to be found. As the hosiery for this market can very well be made in

Canada, manufacturers should endeavour to secure a share of the trade, and if they can compete with the United States there should be no doubt as to the result of a strong attempt to secure a foothold.

There is a demand, comparatively small, for woollen hosiery for use in cold weather, particularly in the hill districts, and also for people going home during the winter.

UNDERWEAR

There is a very good market in India for underwear, but as far as the bazaar trade is concerned it is almost entirely supplied by Japan, which makes a very good undershirt or singlet. It is unlikely that any Western country can compete in this trade under present conditions, the quality being of the cheapest. For Europeans there is a comparatively good sale for underwear made in the United Kingdom and the United States, both in the form of combinations, and in singlets and pants separately. This thin underwear is of all kinds—that is cotton, cotton mesh, Indian gauze, etc., and the best-known makes in the two countries, particularly in the United States, are represented.

Braces.—French-made braces are the most popular in India, although they have advanced enormously in price since the war. An English imitation of the French braces is sold in fairly large quantities. In addition to these there is one very well known United States make, but apparently dealers are of no two opinions of its value when compared with the superiority of the French article. The market is one that is worth cultivating. It would be to their advantage for Canadian manufacturers to take a leaf from the book of the English firms and turn out an article similar to the French one. The most noticeable difference of the latter is that the elastic is confined to the ends of the back.

Garters.—The sale of garters is almost entirely confined to well-known American makes.

SHIRTS, COLLARS AND TIES

As shirts can be cheaply made in India, it is probable that imports are infinitesimal compared with the numbers that are made locally. Certainly shirts worn by the Indian population are probably almost entirely locally made by hand, and even the Europeans in most cases have their own made to order.

English collars are the most popular and are usually sold in the double pattern, and also in turned-down corners for dinner dress. Probably the demand for stiff collars cannot be large, as owing to the heat men prefer either a soft cotton collar, or one that is loose and made of the same material as the shirt.

Neck-ties are almost entirely imported from the United Kingdom, although a small number comes in from France and the United States.

READY-MADE CLOTHING

Practically all of the ready-made clothing imported into India, for men and for women, comes from the United Kingdom.

CORSETS

The demand in India for corsets is not large. Indian women only wear them who have adopted European customs, and these are exceedingly few in number. According to the dealers the demand is for the usual pattern sold in the United Kingdom and the United States, both of which countries are represented in probably equal amounts.

WOOLLEN GOODS

There is a considerable demand for woollen goods of various kinds. In addition to the imports of hosiery which have already been given, piece-goods were imported in

1919-20 to the value of Rs. 1,27,00,000, and shawls to over Rs. 1 lac. In addition to this, the Government imported over Rs. 23 lacs worth of hosiery and over Rs. 46 lacs worth of piece-goods. Nearly Rs. 11 lacs worth of carpets and rugs were purchased, of which over Rs. 5 lacs came from the United Kingdom. As Canada turns out an excellent class of woollen hosiery and some very good tweeds, it is more than likely that if these were made known to Indian importers, particularly in the northern parts and in the hill districts, they might find a sale. In regard to clothing, it should be understood that of the average Indian is exceedingly simple and consists in the warm weather of a small shirt, and what is called a dhotie, which is simply a piece of cotton wound round his body. In the towns, outside of the coolie and lower classes, a pair of shoes is worn, although, as has been already stated, socks do not always accompany them. All the wants of the poorer classes are entirely supplied by the country. Cotton is manufactured in the Bombay and Madras Presidencies, the shirts are made by native tailors, and as the dhotie is wholly a piece of cloth it requires no making at all. The shoes worn are those of local make. Probably the first imported article that the average Indian wears, is a pair of socks, and with them also probably a pair of garters.

UMBRELLAS

Umbrellas are popular in India, as they are very largely used by Indians during the summer months to protect their heads from the rays of the sun, and they are also necessary on account of the heavy rains that are prevalent during the monsoon period. The imports of umbrellas were valued in fiscal year 1919-20 at Rs. 7 lacs, and umbrella fittings at Rs. 13 lacs, or about Rs. 20 lacs in all. The majority of the umbrellas are of cheap cotton material with common handles to correspond.

MOTOR CAR REQUIREMENTS FOR INDIA AND CEYLON: A CORRECTION

In the report on the market for motor cars in India and Ceylon, which appeared in *Weekly Bulletin* No. 897, page 589, it was stated that "cars should have a left-hand drive." The correct reading is, "Cars should have a *right-hand* drive."

THE COAL CRISIS IN GREAT BRITAIN

Mr. Gordon B. Johnson, Canadian Trade Commissioner in Glasgow, writes as follows on the coal crisis in Great Britain, under date April 1, 1921:—

Business in the Scottish coal market collapsed entirely yesterday as the result of the decision of the Executive Committee of the Miners' Federation of Great Britain to withdraw all men from the pits as from midnight last night (March 31). A sombre and defiant note is lent to this latest coal strike by the decision of the committee to withdraw, for the first time in the history of the industry, except in the case of the strike of the miners in the north of England a few years ago, when their places were taken by naval ratings, all the pumpmen and other workers on whose ceaseless activities depend the safety of the mines from flooding, which would involve in some cases their final ruin and abandonment.

The indifference of the public has never been so marked as at present, due partly to the large stocks of coal in the country, and to the fact that, in the case of the industries of the country, a coal strike could not make matters much worse.

While grave enough, the strike is not looked upon with much foreboding, as it is generally expected to be of short duration. Such an optimistic view is explained by the fact that the miners are supporting a forlorn hope against the hard facts of economic laws which no body of men, and no Government, can alter.

INTERNATIONAL TRACTOR TRIALS IN ENGLAND

The second international trials of agricultural tractors under the auspices of the Society of Motor Manufacturers and Traders, Limited, will take place at Shrawardine, near Shrewsbury, England, from September 20 to 24, 1921. The previous trials held in Lincoln, 1919, were very successful, and the promoters confidently hope that practically all the known makes of British, American and continental tractors will be entered. It may be added that trials will be open to makers of implements as well as of tractors. Mr. Harrison Watson, Canadian Government Trade Commissioner, has forwarded copies of the regulations, entry forms, and maps of the ground and other general information. These are on file at the Department of Trade and Commerce, Ottawa, where they are available for Canadian manufacturers on quoting file No. 27041.

GENERAL APPLE MARKET CONDITIONS IN THE UNITED KINGDOM

J. FORSYTH SMITH, FRUIT TRADE COMMISSIONER

Liverpool, April 5, 1921.—The total quantities of apples imported into the United Kingdom during the five-week month of March have exceeded those during the previous four-week month, and the average arrivals per week also show a slight increase, as compared with the average per week during February. The quantities from Canada also show an increase for the month, but a decrease in weekly average. Total importations have been twice as great as during the corresponding period of 1920, and over three times as great as during 1917. The proportion of Canadian to total arrivals decreased from 31 per cent during February, to 26 per cent during March.

The market for good sound fruit of popular varieties has been firmer, on the whole, than during March, and a few of the best Ontario Golden Russets have made 69s., both in Liverpool and in Glasgow, the highest prices since the early part of the season. Nova Scotia Golden Russets, however, only reached 60s. in London, which is always the best market for apples from that province. Virginia Albemarle have made as high as 70s. and 71s. in London and Manchester. A large proportion of most shipments from Canada, however, have been Ben Davis, of which the market has had rather a surfeit, and prices for this variety dropped slightly early in the month, and quite considerably towards the last.

As is to be expected at the end of the season, there has been a considerable amount of bronzing even in the hardest varieties, and more or less waste in such varieties as Starks, Baldwins, Golden Russets, and Spies.

The Glasgow market has been very bare of Canadian apples, and on this account returned excellent prices on the small consignments received. Liverpool has been regularly supplied with Ontario apples in comparatively small lots, received also two shipments from Nova Scotia, and London has received its usual comparatively heavy shipments from Nova Scotia, and small quantities only from Ontario.

BARREL APPLE VALUES

The following tables give the range of value of the principal varieties of barrel apples sold on the four chief markets of the United Kingdom, during the month of March, 1921:—

Variety				
Ontario Apples—	Liverpool	Glasgow	London	Manchester
Baldwins 1.	36s.-61s	38s.-57s.	.....	.....
Baldwins 2.	35s.-57s.	41s.-54s.	.....	.....
Baldwins 3.	31s.-50s.	38s.-50s.	.....	.....
Ben Davis 1.	32s.-46s.	35s.-51s.	.....	.....
Ben Davis 2.	28s.-40s.	33s.-50s.	.....	.....
Ben Davis Dom.	26s.-39s.	33s.-43s.	.....	.....
Ben Davis 3.	26s.-34s.	32s.-48s.	.....	.....

BARREL APPLE VALUES—*Continued*

Variety—					
Ontario Apples—Con.		Liverpool	Glasgow	London	Manchester
Golden Russets 1..	..	46s.-69s.	50s.-69s.	..	..
Golden Russets 2..	..	44s.-65s.	50s.-63s.	..	..
Golden Russets 3..	..	35s.-45s.	55s.	..	..
Gano 1..	..	49s.-54s.	49s.-54s.	..	..
Gano 2..	..	..	50s.-54s.	..	..
Gano 3..	..	32s. 6d.-40s.	46s.	..	..
Mann 1..	..	51s.	..	..	..
Mann 2..	..	..	..	..	..
Mann 3..	..	38s.	..	..	..
Spy 1..	..	35s.-58s.	..	..	..
Spy 2..	..	33s.-47s.	..	..	..
Spy 3..	..	28s.-46s.	..	..	..
Stark 1..	..	34s.-40s.	46s.-59s.	..	..
Stark 2..	..	36s. 6d.	40s.-58s.	..	..
Stark 3..	..	39s.	50s.	..	..
Nova Scotia Apples—					
Bens 1..	..	35s.-40s.	..	30s.-50s.	27s. 6d.-40s.
Bens 2..	..	30s.-35s.	..	26s.-46s.	27s.-36s.
Bens Dom..	..	28s.-32s.	..	25s.-40s.	26s.-35s.
Bens 3..	..	25s.-31s.	..	20s.-40s.	24s.-31s.
Golden Russets 1..	..	54s.-58s.	..	45s.-60s.	49s.-50s.
Golden Russets 2..	..	47s.	..	45s.-65s.	40s.-47s.
Golden Russets Dom..	..	37s.	..	40s.-50s.	40s.
Golden Russets 3..	..	37s.	..	35s.-50s.	35s.-38s.
Nonpareil 1..	..	40s.-44s.	..	36s.-55s.	35s.-42s.
Nonpareil 2..	..	41s.-43s.	..	36s.-50s.	32s.-41s.
Nonpareil Dom..	..	38s.	..	34s.-42s.	30s.-32s.
Nonpareil 3..	..	30s.-33s.	..	30s.-46s.	27s.-30s.
Gano 1..	..	45s.	..	50s.	42s.-43s.
Gano 2..	..	40s.	..	46s.	40s.
Gano 3..	..	35s.	..	30s.-44s.	31s.-32s.
Spy 1..	..	..	..	30s.-56s.	..
Spy 2..	..	..	..	30s.-50s.	..
Spy Dom..	..	..	..	25s.-50s.	..
Spy 3..	..	..	..	25s.-40s.	..
Starks 1..	..	..	50s.	27s.-49s.	..
Starks 2..	..	..	47s.	25s.-40s.	..
Starks Dom..	..	..	48s.	25s.-41s.	..
Starks 3..	..	..	43s.	25s.-32s.	..
Baldwins 1..	..	..	45s.	40s.-47s.	..
Baldwins 2..	..	..	41s.	42s.-45s.	..
Baldwins Dom..	..	..	37s.	37s.-42s.	..
Baldwins 3..	..	..	31s.	34s.-43s.	..
American Apples—					
N. York, Baldwins..	..	30s.-51s.	41s.-57s.	35s.-50s.	35s.-55s.
N. York, Greenings..	..	38s.-60s.	40s.-50s.	50s.-60s.	37s.-51s.
N. York, Ben Davis..	..	27s.-40s.	30s.-52s.	..	..
Virginia, Albemarle..	..	48s.-65s.	60s.-68s.	55s.-70s.	61s.-71s.
Virginia, Newtons..	..	50s.-57s.	..	60s.-65s.	..

At the end of the apple season, a table such as the above must be considered with reservations, as it is not particularly reliable for purposes of comparison, owing to the very varying condition of shipments and also to the fact that certain varieties have probably been present on one market in good, and on another in poor condition, and that the range may represent, on one market, a single shipment, sold either at the highest or the lowest prices prevailing during the month, and on another, numerous shipments of considerable quantity, sold during the prevalence of both the highest and the lowest prices for the month. Thus the Glasgow Nova Scotia apple prices represent no more than a single car ex ss. *Cassandra*, and, of course, cannot be fairly compared with those of London covering several important cargoes. The top prices for Ontario Baldwins also were only returned for small quantities of very fine packs.

BARREL APPLES—SPECIAL COMMENT

The 7,000 Nova Scotia apples ex ss. *Manchester Skipper*, Manchester, March 3, consisted somewhat too largely of Ben Davis. Prices showed a slight drop in the values of Ben Davis, ex the last boat, the ss. *Danefelt*, but were well maintained on other varieties.

The Nova Scotia apples ex ss. *Cassandra*, Liverpool, March 4, also ran largely to Ben Davis, and there was a slight drop in values, as compared with the shipment ex ss. *Saturnia*, Ben Davis No. 1 selling at 36s. to 40s. as compared with 35s. to 43s., and Golden Russets No. 1, at 54s. to 58s., as compared with 52s. to 60s. The Ontario apples on this boat made good values, Ben Davis No. 1 selling at 45s. to 46s., Ganos No. 1 at 49s., and special packs of Mann, Spies and Baldwin No. 1, commented on elsewhere, at 51s., 58s., and 61s. respectively.

The 960 barrel of Ontario apples ex ss. *Pretorian*, Glasgow, March 4, met a strong market, returning excellent values. Thus Starks No. 1 made 59s., Ben Davis No. 1 47s. to 51s., Salome No. 1 57s., and Baldwins No. 1 57s. At the same time, Virginia Albemarles sold at 60s. to 68s., and New York Baldwins at 53s. to 57s.

The 12,000 Ontario apples ex ss. *Melita*, Liverpool, March 9 and 11, made prices for Ben Davis, Spy, Baldwin and Stark, somewhat lower than those of the previous boats, but met a strong demand for Golden Russets, No. 1's making 61s. to 69s., as compared with previous 65s., and No. 2's 55s. to 65s. as compared with a previous 58s. to 60s. A special pack of Baldwins made excellent prices: 53s. for No. 1, 45s. for No. 2, and 35s. for No. 3. The shipment in general was in very fair condition, but the market was unaccountably weak for most varieties. Some 325 barrels of Ontario apples ex ss. *Winifredian* were much inferior in condition, the Golden Russets especially being wasty and wet, and selling at job-lot prices.

The 8,762 barrels of apples ex ss. *Thistlemore*, Liverpool, March 9 and 11 and 16, consisted very largely of Ben Davis, and sold at similar prices to those ex ss. *Cassandra*.

The 18,000 barrels of Nova Scotia apples ex ss. *Burmese Prince*, London, March 11, were sold on a good firm market, and made prices excelling those in Liverpool at the same time. Thus, Golden Russets No. 1 sold at 50s. to 60s., Ben Davis No. 1 at 40s. to 48s., as compared with 33s. to 38s. in Liverpool and Nonpareils No. 1 at 42s. to 55s., as compared with 40s. to 44s. At the same time, Virginia Albemarles sold at 55s. to 63s., Virginia Newtowns at 60s. to 65s., New York Baldwins at 45s. to 50s., and New York Greenings at 55s. to 60s.

The 3,142 barrels of Ontario apples ex ss. *Cassandra*, Glasgow, March 10, arrived on a very satisfactory market, making excellent prices. Thus, Golden Russets No. 1 sold at 63s. to 69s., Baldwins No. 1 at 57s. for good packs, Ben Davis No. 1 at 43s. to 50s., Starks No. 1 at 48s., and Cranberry No. 1 at 58s. to 60s. A small consignment of Nova Scotia apples, on the same boat, also made excellent prices, Starks No. 1 selling at 50s., and Baldwins No. 1 at 45s.

The 2,387 barrels of Ontario apples ex ss. *Minnedosa*, Liverpool, March 16 and 18, made prices no more than on a level with the somewhat unsatisfactory figures for the ss. *Melita*, and a similar market attended the Ontario shipment ex ss. *Corsican*. In both shipments the Ben Davis variety predominated largely. A special pack of Ganos made the excellent values of 54s. for No. 1, and 40s. for No. 3.

The London market gave a good reception to the 19,000 barrels of Nova Scotia apples ex ss. *Lorentz Hansen*, Golden Russets No. 1 making 50s. to 60s., Ben Davis No. 1 41s. to 50s., Baldwins No. 1 40s. to 47s., Nonpareils No. 1 46s. to 51s., and Spies No. 1 48s. to 59s. At the same time New York Greenings were selling at 50s. to 60s., Baldwins at 35s. to 48s., and Virginia Albemarles at 65s. to 70s.

Twelve hundred barrels of Ontario apples ex ss. *Empress of Britain* sold, March 21 and 22, Liverpool, on a market rather weak for Ben Davis, the predominating variety. While the highest prices for Ontario apples were made by Spies, for which values of 41s. and 43s., and 39s. were given for No. 2 Domestic and No. 3, respectively, at the same sale Virginia Albermarles made 62s. to 65s., and New York Greenings 39s. to 58s., according to condition.

At the sale in Glasgow on March 22, Virginia Albemarles sold at 60s. to 68s., New York Baldwins at 44s. to 50s., and New York Greenings at 45s. to 48s.

In Manchester, on the same day, Virginia Albermarles sold at 61s. to 71s., Greenings at 40s. to 45s., and Baldwins at 35s. to 45s.

The Ontario apples ex ss. *Cabotia*, Glasgow, March 24, comprised a large proportion of Ben Davis, of which the market is now a little weary, but the prices made were higher than those for this variety in Liverpool. Baldwins and Starks made satisfactory values.

The Ontario apples ex ss. *Metagama* and *Caronia*, Liverpool, March 30, also consisted largely of Ben Davis, many more or less bronzed, and prices dropped somewhat as compared with the previous boat, No. 1 selling at 29s. to 35s., with a few at 40s., as compared with 34s. to 40s. Other grades were sold as follows: No. 2, 28s. to 34s.; Domestic, 26s. to 34s.; No. 3, 24s. to 32s. A few Nova Scotia Ben Davis ex ss. *Caronia*, also bronzed, sold as follows: No. 1, 28s.; No. 2, 27s. to 28s. 6d.; No. 3, 24s.

Some 1,338 barrels out of the shipment of Nova Scotia apples ex ss. *Wyncote*, London, were sold at auction on March 22 as follows: Golden Russets No. 1, 45s. to 51s.; Domestic, 45s. Ben Davis No. 1, 36s. to 40s.; No. 2, 34s. to 40s.; Domestic, 31s. to 38s.; No. 3, 27s. to 35s. Starks No. 1, 37s. to 41s.; No. 2, 35s.; Domestic, 30s. to 33s.; No. 3, 28s. to 33s. Spy No. 1, 37s. to 50s.; No. 2, 40s. to 45s.; Domestic, 36s. to 40s.; No. 3, 31s. to 38s. Gano No. 1, 50s.; No. 2, 46s.; Domestic, 41s.; No. 3, 44s. Nonpareil No. 1, 45s. to 48s.; No. 2, 38s. to 40s.; Domestic, 34s. to 42s.; No. 3, 30s. to 34s. These prices show a definite drop as compared with the previous boat.

BOXED APPLES

The boxed apple market has been comparatively strong for apples in good condition, and for the best fruit prices advanced notably, Oregon Newtowns, extra fancy, medium sizes, ranging from 19s. to 24s., as compared with 18s. to 22s. last month, and Washington Winesaps, extra fancy, medium sizes, ranging from 17s. to 20s., as compared with 15s. to 18s. during February. Towards the end of the month, however, many shipments have been out of condition, and these, of course, have sold at reduced values.

BOXED APPLES—SPECIAL COMMENT

A shipment of 1,000 cases of Ontario Ben Davis, ex ss. *Pretorian*, of very good quality, was sold in Glasgow on March 4 at 14s. per case. Counting three and a half boxes to a barrel, this was equivalent to 49s. per barrel. Ontario Ben Davis, in barrels, sold on the same market at the same time at 47s. to 51s. The packing of Ben Davis in boxes is not recommended, as it is believed that as good or better prices will be secured for the barrel pack, if subjected to equal care in grading and selection. Only high-class varieties warrant box packing. At the time that this price was paid for Ben Davis, Washington Winesaps, extra fancy, were selling at 18s. to 19s., and Oregon Newtowns, extra fancy, at 19s. to 20s.

A shipment of Ontario boxed apples ex ss. *Venonia*, London, March 16, arrived in somewhat wasty condition, especially the Golden Russets and Spies. Prices were made as follows: Golden Russets No. 1, sound 20s.; more or less wasty, No. 1, 14s.; No. 2, 12s. Greenings, No. 1, 18s.; No. 2, 15s. to 16s. Spies, sound No. 1, 18s.; No. 2, 16s.; more or less wasty, No. 1, 14s.; No. 2, 14s. Baldwins Nos. 1 and 2, more or less wasty, 16s. At the same time Western boxed apples were selling as follows: Oregon Newtowns, sizes 150 to 188, extra fancy, 22s. to 23s.; fancy, 21s. Oregon Winesaps, sizes 150 to 188, extra fancy, 18s. to 19s.; fancy, 17s. 6d.; "C" grade, 16s.

PREMIUM VALUES FOR SPECIAL PACKS

Reverting again to a subject discussed in the February report, special comment must be made on the remarkable values brought by packs of outstanding quality and excellence.

In Liverpool, on March 4, there was sold a shipment of 315 barrels, ex ss. *Cassandra*, of the same pack to which complimentary reference has already been made. Prices were made as follows: Baldwin No. 1, 61s.; No. 2, 57s.; No. 3, 50s. Northern Spy, No. 1 and No. 2, 58s.; No. 3, 46s. Mann No. 1, 51s.; No. 3, 38s. The Baldwin prices were remarkable as, although showing a slight bronze, this pack

made 61s. for No. 1 on a market that paid 36s. 6d for No. 1, somewhat out of condition, of the only other pack in the boat, and that would not have paid more than 45s. for No. 1's of the average standard. A premium of 16s. per barrel was thus offered for exceptional quality. The No. 3 prices were still more remarkable, 50s. representing a premium of 5s. for the lowest over the market value for an average pack of the highest grade. The Northern Spy and Mann prices were equally indicative of the fact that superior packing is directly translatable into dollars and cents.

It is, of course, not suggested that these packs are due altogether to skilful grading and rigid selection. No doubt results secured are, in part, due to the fact that the packers control fruit of excellent quality. Nevertheless, the fact that such premium values are obtainable for excellence is deserving of careful consideration by all shippers who desire to procure the best returns for their output.

THE HULL MARKET

Hull is a very important point for the distribution of Continental fruit, and possesses full facilities for the effective disposal of apple shipments. It is also particularly important as a point for the re-export of transatlantic apples to Scandinavian countries, and boxed apple shippers, in particular, may find it to their advantage to get into touch with Hull firms with a view to sales for re-export. Transportation facilities between Canada and this port, however, are too restricted to make any large business possible.

THE CARDIFF MARKET

The first direct shipment of apples from Nova Scotia to Cardiff consisted of some 8,000 barrels ex ss. *Harald*, which sold on March 2 at prices about on a level with those at other markets at the time. All arrangements for the discharge, classifying, sale, and despatch of this shipment were carried out satisfactorily, the general facilities for handling the business were excellent, and all concerned were well satisfied with the results of this first experiment.

As about 60 per cent of apple arrivals through Bristol are distributed in South Wales, which has a large consuming population, there is much to be said in favour of direct shipments to this point. On the other hand, Bristol and Cardiff appear to be somewhat too near for competitive sales at both to be altogether to the advantage of our shippers, and in view of the established transportation services to Bristol, it will probably be found best to concentrate shipments for distribution in this south-western area at Bristol. One largely attended sale at the latter point would better serve the interests of our shippers than separate sales at each.

THE SOUTHAMPTON MARKET

The Southampton market has been somewhat handicapped this season by limitation of the transportation facilities offered. Sales, however, have been held with a fair degree of regularity, and southern buyers have shown evidence of appreciation of the opportunities offered for rapid distribution of shipments, and the excellent rail service given. While the development of the Pacific Coast-Panama Canal apple transportation service is bound to make this port of increasing value as a centre of distribution, it is too early to pronounce very positively as to its merits from the standpoint of the shipper. The point of doubt is that, dependent largely upon the same buyers as London, Southampton and London must be regarded more or less as a unit, as far as competition is concerned. As a result, London values tend to set the top limit to the possibilities of auction bidding at Southampton, instead of auction values governing the private sale market, as in Manchester, Liverpool and Glasgow. The reason, of course, is that at the latter points the quantities handled at auction are so great as to overshadow the private sale business done, while in the south the reverse is the case. The future must decide just how things will work out, when supplies to Southampton increase in quantity and regularity.

CANADIAN PACK APPRECIATED

The following from an editorial in *The Fruit-grower*, a prominent English trade paper, will be of interest to Canadian shippers: "The fruit show which it is proposed to hold in London in November next, will demonstrate to the public that, for quality and appearance of its apples, the British Empire can challenge the world. It is gratifying to place on record that at last such a show is to be held in the capital of the Empire. The public, however, are already aware of the excellence of Empire-grown fruit, and the value of the exhibition will lie more in stimulating the better distribution, by packing and grading of the same fruit for market purposes. There is no country in the world where apples are packed with quite the same efficiency as those received from America. Canada is now a very keen competitor with the United States, and the regard which is being paid to grading and packing in the great apple-growing Dominion of the Maple Leaf is undoubtedly doing much to enhance the prestige of Canadian produce amongst us, as compared with that of Oregon and Washington, Virginia and New York. This enterprise deserves all the encouragement possible. Just now, the Dominion fruit industry is rightly labouring under a grievance arising out of the price-controls muddle. We do not suppose that there has been any deliberate attempt to favour the home producer at the expense of overseas fruit-growers, but it is unfortunate that this impression should gain currency among our kinsmen across the Atlantic, and the blame rests with those whose lack of imagination did not enable them to foresee the results of the policy adopted."

PANAMA CANAL FRUIT BOATS

In further reference to the announcement in a recent report that the Royal Mail Steam Packet Company expect to have a sufficient number of boats equipped with refrigerator space, to maintain a three-weeks schedule for apple transportation from the Pacific Coast to United Kingdom ports, it will be of interest to British Columbia shippers to note that the new service will include Vancouver as one of the ports for the receipt of cargo. At present, the only United Kingdom ports served will be London and Southampton, but a direct service will also be provided to Antwerp, Rotterdam and Hamburg. This service will permit British Columbia apples to take advantage of the facilities for distribution offered by the newly established Southampton auction. The rate per box for this refrigerator service during the past season has been \$1.40. Further information with regard to this service may be obtained from Col. E. J. Nash, Royal Mail Steam Packet Co., Seattle, or R. G. Parkhurst, R.M.S.P. Co., Pacific Building, Vancouver.

Announcement is also made by the Johnson Line, that they contemplate installing a refrigerator service between Vancouver and Liverpool, via Panama Canal, and expect that the voyage will be made in thirty-three to thirty-five days. This is particularly satisfactory in view of the large market for boxed apples offered by the Liverpool territory, service to which is apparently not contemplated at present by the rival Panama Canal route line.

NATIONAL FRUIT EXHIBITION

A National Fruit Exhibition, which promises to be one of the most important ever held in this country, is projected for some time early in November next, and it is important that Canadian shippers should be well represented among the exhibitors. The project is to be financed by the *Daily Mail*, and this will ensure a great deal of valuable publicity. The technical arrangements, the definition of the classes, and of the particular scope of the exhibit, will be in the hands of the Horticultural Branch of the Department of Agriculture and Fisheries, assisted and advised by representatives of the English apple industry, and of the Dominions.

Full details have not yet been settled, but it has been decided that there shall be three main subdivisions: (1) Open to growers of fruit in the British Empire; (2)

open to growers of fruit in the United Kingdom; (3) open to growers of fruit in the Dominions. The first class is designed to permit of competition between the Dominions and the home growers. The exhibitors must be individual growers.

While the competitions as such will be limited to individual growers and growers' associations, and probably confined to displays of fruit in actual commercial packages, ample space will be available for provincial or federal exhibits, and, as the opportunity is regarded as quite exceptional in the facilities it will offer for the best kind of publicity, it is strongly recommended that steps be taken to see that, in addition to the full participation of growers and shippers in the competitive classes, all fruit provinces of Canada are adequately represented in the general display.

At the preliminary meeting of the sub-committee in charge of arrangements, the following details were settled:—

Entry Fee.—British Empire Class, maximum, £1; United Kingdom Class, maximum, 10s.; Dominions Class, undecided.

Disposal of Fruit.—Fruit to be sold by auction, the proceeds to go to the producers, less 10 per cent adjudged to the promoters for Propaganda Fund.

Time of Show.—About the first week in November. The English growers were strongly in favour of an earlier date. A protest has been entered asking for a later date, to permit British Columbia to exhibit her later commercial varieties.

Standard Package.—The Canadian standard box.

Classes for United Kingdom Exhibits.—Eleven classes totalling in prizes £250. Prizes to three English Commercial Societies £450.

Classes for British Empire Exhibits.—Two classes: (1) Best exhibit, 20 boxes dessert apples; (2) Best exhibit, 20 boxes cookers. Prizes for each class: (1) £100 cup and £20 cash; (2) £10 cash; (3) £5 cash.

Classes for Dominion Exhibits.—Still under discussion.

Further information will be furnished as arrangements take form.

AUSTRALIAN APPLE GRADE NAMES

In further reference to the remarks in a recent report as to the superiority of American grade names for boxed apples, it is of interest to note that, at a recent conference in Melbourne of the representatives of fruit-growers and of the State Department of Agriculture, a motion was carried providing that apples and pears for export be packed in three grades, in packages of prescribed sizes, branded "Extra Fancy," "Fancy," and "Choice." It is perhaps significant that the export market especially in view is that of the United Kingdom.

It is of interest to note that at this meeting Tasmania held out so strongly for a fourth grade that it was recommended that this state be allowed to set up its own standard, distinctly branded "Tasmanian," so as to be distinguished from the exports of the other states adhering to the three grades and branded "Australian." The opinion was strongly expressed that a fourth grade could only be described as "wind-falls" or "rubbish," and that to send such abroad would be lowering the standard of Australian fruit.

BRITISH HORTICULTURAL ACTIVITIES

The Horticultural Branch of the British Department of Agriculture is giving home growers a strong lead in the improvement of conditions affecting the fruit industry in this country.

A recently issued summary of its activities strongly advocates co-operation among growers and growers' associations for combined action in matters relating to railway and other transport markets, etc. An interesting statement is made as to steps to be taken to secure detailed statistics of British fruit-growing of all types.

with "the one main object of building up a system of reliable forecasts of the fruit crop, obtained in time to give warning to growers overseas, when there is a large crop in this country."

"Another main line of horticultural policy is plant hygiene, which should include the defence of the horticultural stocks of this country against attacks of disease and pests. These troubles can either be brought in by imported produce or spread by the distribution of home-grown stock. It will be necessary to deal with imported produce, and here the question is dependent on sympathetic Government action. The whole problem is far from being an easy one, and is made more difficult by the divided opinions of experts. Inspection and certification by the authorities of the exporting country, or, in the absence of such an effective system, inspection by the ministry at the port of landing, forms the basis of a plan that holds power in reserve to prohibit importation altogether, should such drastic action be found necessary.

"The value of fruit shows has been realized, but these exhibitions have not been utilized to anything like the full extent. Here a great development is possible. It is proposed to make a beginning with apples, in order that the general public may learn what the home commercial grower can accomplish. At present this is not at all well understood. The home grower has hidden his light under a bushel, and has neglected too long the uses of advertisement. The undoubted excellence of home-grown fruit has yet to be brought home to the citizens of the Metropolis and the provincial capitals of industry. This is a matter in which Government support can be helpful in promoting extended enterprise.

"Equally important with the work of exhibitions is the grading and packing of fruit. In this respect the foreign producer has far outdistanced this country, to the home producer's cost. If foreign competition is to be met successfully, it is essential that the British grower shall present his fruit to the customer in the most attractive manner, and he must also adopt some method that will provide a guarantee of soundness and quality. In the first instance, a beginning will be made with the apple. It is the most widely used of home-grown fruits, and suffers the most serious competition from overseas. The popularity of the imported apple is due to the use of the standardized package, the adoption of a consistent scheme of grading, and the high condition of consignments. The continuity of supply, which results from concentration upon new varieties of ascertained quality, has also served to give the imported apple a distinct lead. Growers, wholesale dealers, and retail distributors should come together and agree as to what packages should be standardized. The same procedure and agreement will apply to grading, packing, standard of quality, and the recognition of kinds. When agreement is obtained, the next step to be considered is how to put it into practical operation for the benefit of the industry and the country in general. The ministry's desire is to popularize the accepted method by securing the willing co-operation of producers and traders. It would enlist the motive of self-interest and the voluntary action of growers in demonstrating the advantages of the system. An authorized label has been suggested, to be used only for apples packed in a manner agreed upon by the trade, and authorized by the ministry. This label would be issued to organized growers under a guarantee to observe certain conditions. The conditions would be: (1) An authorized system of grading; (2) an authorized system of packing; (3) an authorized standard of quality; (4) a recognized commercial variety. The label would bear distinctly marked upon it the grade, the number and weight of the contents, the variety, and some distinctive mark to identify the grower. Thus it would become a symbol to all buyers of honest fruit. From such a system several advantages would arise—continuity of supply, the saving of labour and space, and, possibly, some reduction of salesmen's charges, which would react to the grower's benefit. The latter would be saved the risk of ruinous slumps, and as all sales would be from standard samples no individual consignment need be neglected. An auxiliary to this policy would

be the removal from the market of all scabby and mis-shaped apples, which, tending to limit the price, spoil the home-grown product, and consequently restrict the use of such fruit in manufacture."

FRUIT TRADE REJECTS FRUIT IMPORT REGULATION

At the annual meeting of the Fruit and Potato Trades Association, just held in Hull, a resolution "that it is desirable that the importation of fruit and vegetables be regulated by an advisory committee composed of traders and growers, under the control of the Board of Trade," was described by a speaker as "the twin brother of price control," and rejected by a substantial majority. A further resolution that this conference protests against the Anti-dumping Bill in so far as it relates to fruit, vegetables, and flowers was carried.

FRUIT ADVERTISING

At the same gathering the publicity manager of the association outlined the steps taken by the organization for advertising fruit. For an annual fee of £2 2s. the association will furnish retailers with posters, issued weekly, advertising fruit and vegetables actually on the market. They will also arrange for the insertion of fruit news in the newspapers, and issue recipe books and bags with recipes printed on them. Fruit-advertising posters would also be displayed on the hoardings and on the railways. The recipe books would be sold at £4 per thousand, or 1d. each, and it was considered that they could be sold to the public at 6d.

BOXING OF ENGLISH APPLES

The interest that English apple-growers are taking in the movement for the raising of the standard of the English apples marketed, and at the same time the diverging views of those who still cling to old-time methods, is shown in correspondence that has recently appeared in prominent English trade papers.

The point of view of the conservatives in apple grading is expressed in a letter from which the following extracts are taken:—

"I think growers will be wise to make a firm stand against the introduction of an expensive system, which is quite unnecessary for the distribution of apples in home markets. I have seen the exhibits of boxed apples at several of the Kent Commercial Shows, and consider that the boxes failed by a long way to display such grand fruit to the best advantage. It could be made to look much more attractive in bushel or half-bushel baskets, and would certainly be less damaged. Most of the exhibits are badly bruised in spite of the fact that few come from any distance. Lately, I have been looking critically at the imported apples shown in the shops. All barrelled apples are shockingly bruised, and many boxed apples are damaged to some extent. And these overseas apples are notoriously less juicy than ours, and consequently stand pressure better.

"Boxing may be the best system for the overseas grower, but why, in Heaven's name, should we use heavy and expensive non-returnable boxes, to send our fruit to a market 60 or 70 miles away?"

Now, for the question of cost. Here, a box costs about 3s. Can we afford to give away 3s. a box, with less than a bushel of apples?

"Grading and full weight count far more than the kind of package used. Give the same careful attention to grading as is essential for boxing, and your apples in half-sieves will realize the highest prices. The non-returnable must be paid for by one consignment, whereas the cost of the half-sieve is divided amongst six consignments."

The advocate of adopting transatlantic methods of packing, responds:—

"It is not a question of immediate profit but rather how long we shall be able to market any apples at all under the present conditions? Salesmen tell me that they have great difficulty in selling British apples in wicker baskets *at all* once the Dominion and United States apples have arrived, and as these are coming on to our markets earlier and in greater quantity every season, it will not be many years before our growers are restricted to early apples only, unless better methods of marketing are adopted, unless our apples are so put up as to compare favourably with imported, and unless we can recapture a fair proportion of the autumn and winter trade.

"If British apples are to compare with and beat the imported packed in boxes, they must be wrapped, and none of the exhibits in boxes at the provincial commercial fruit shows are wrapped. This largely accounts for the appearance of bruising. Wrapping is not an expense but a saving; it is easier and quicker to wrap apples when packing in boxes, and the extra trifling cost of wrapping-paper is more than balanced by the labour saved and better condition on arrival. British railways damage fruit more on a few miles journey than a thousand miles by sea, largely because they are handled and consigned in such small quantities instead of carloads.

"As packers in boxes for a good many years, we can say that it does pay to pack in boxes so long as the fruit so packed is really good dessert or well-coloured, clean, selected stuff.

"*Cost of boxes.*—These can be bought in the flat 1s. 5d., I believe, at the present time, and will undoubtedly be cheaper before we want to use them.

"The estimated total cost each time a bushel sieve is used is nearly 1s., which includes initial cost, interest on capital, cost of warehousing, booking in and out, returning carriage empty, allowing that the average sieve does nine journeys. This package is the most durable returnable, and the self-sieve costs, on the same basis, 8d.-1s. 4d. per bushel of apples; thus these packages are not so much less costly than the box, without reckoning the saving of storage and provision for wet day jobs making up the latter."

It is clear that the interest of the English apple-grower has been definitely aroused, as to the possibility of improving his grade, and pack, so as to compete with imported apples. Fortunately, however, from our standpoint, it will be a long time before improvements take place on a scale that is likely to affect the market seriously.

THE APPLE MARKET IN DENMARK

The following reports have been received of auction sales of Washington and Oregon apples in Copenhagen, during the past month:—

Date	Quantity Boxes	Origin	Variety	Extreme Price Range	Bulk Price Range
Feb. 26	1,800	Washington	Winesaps	17.50-19.50 Kr.	18-19 Kr.
			Staymen W.	14-16 Kr.	15-15.50 Kr.
Mar. 12	11,500	Washington	W. Pearmain	19.50-21.50 Kr.	20-21 Kr.
			Winesaps	19-23 Kr.	20-22 Kr.
Mar. 18	6,500	Washington	Newtowns	19.50-21.50 Kr.	20-21 Kr.
			Winesaps	22-28 Kr.	23.50-24.50 Kr.
			Newtowns	21-26 Kr.	22-24 Kr.

In the above, note the steady preference given to the Winesaps over the Newtowns, the reverse of the situation in the United Kingdom. Scandinavia shows a very strong preference for red varieties.

A lot of 1,169 Washington apples sold in Copenhagen on March 17, as follows:—Newtowns, extra fancy, 96's, 19.50 kr. per box; 125's, 22 kr.; 138 to 150, 23 kr.; fancy, 138, 23 kr.; "C" Grade, 125, 21.50 kr.; 138, 23.50 kr.; 150 to 175, 23 kr.; Winesaps, extra fancy, 175, 24 to 24.50 kr.; 185, 25 kr.; 213, 27.50 to 28 kr.; 225, 25 kr.; 185 to 213, 24 kr.; "C" Grade, 200, 24 kr.; 213 to 225, 23 kr.; white Winter Pearmain, 125, 22 kr.; 138, 22.50 kr.; Gano, extra fancy, 72 to 78, 18.50 kr.; 125, 20 kr.; 138, 21 kr.

The above gives illuminating illustration of size preferences. It will be of particular interest to note that, just as on the British market, size considerations are

of such prime importance as frequently to override grade. Thus, "C" Grade Newtowns of the popular sizes, 138 to 175, have made equal and in some cases superior prices to Extra Fancy of the same sizes, while they are 3½ kr. higher in value than Extra Fancy, 96's. Again, Winesaps, fancy, sizes 185 to 213, and "C" grade 200, make prices equal to Winesaps, extra fancy, of the larger size, 175, and very small sizes of Winesaps, extra fancy, make higher prices than medium sizes. This must not be taken to represent a preference for small sizes in themselves. It is simply that, with present high costs, consumers cannot afford to buy large apples, and the consumer's demand for small sizes reacts in a higher wholesale price. If costs were lower, medium sizes would be preferred, though in any case very large sizes would be discontinued.

The values above are all in Danish Kroner. During the month, the exchange value of the Kroner has varied from 5.04 to 5.06 to the Canadian dollar.

EARLY CONTINENTAL ARRANGEMENTS DESIRABLE

Scandinavian correspondents call attention to the fact that under the cash sales system by which apples are sold in those countries, it is desirable that arrangements for representation next season should be completed before August next, and quotations placed in the hands of the agents as soon as possible thereafter.

A Norwegian apple importing agent writes that it is still uncertain whether the present system of licensed imports will be continued, or whether restrictions will be withdrawn. In the former event, early quotations will be particularly necessary, in order to secure inclusion inside the limits set by the regulations.

NEW ZEALAND GOVERNMENT GUARANTEE

The New Zealand Government has guaranteed to apple shippers, up to a limit of 200,000 cases 1d. per pound, plus local charges, estimated at 4s. 2d. per case, freight, and reasonable London charges, all fruit to be Government inspected and covered by insurance. The right is reserved to limit the quantity of fruit shipped to any particular market, should shipping accommodation, freight rates, market conditions, etc., be deemed unsatisfactory. The minimum size of apples approved for export to Europe will be 210 per case (=2¼ in.) with the exception of certain specified varieties, with respect to which the minimum will be 175 per case (=2½ in.)

APPLE ARRIVALS—UNITED KINGDOM

The following have been the principal apple arrivals in the United Kingdom during the month of March:—

Port	Steamer	Ontario		Nova Scotia
		Barrels	Boxes	Barrels
Liverpool	<i>Sachem</i>	.....	.....	10,306
Manchester	<i>Manchester Shipper</i>	502	.....	7,525
Liverpool	<i>Cassandra</i>	2,146	.....	7,410
Cardiff	<i>Harold</i>	.....	.....	8,000
Glasgow	<i>Pretorian</i>	960	1,000	.....
London	<i>Burmese Prince</i>	.....	.....	18,336
Liverpool	<i>Melita</i>	4,558	.....	.....
Liverpool	<i>Winifredian</i>	325	.....	.....
Liverpool	<i>Canada</i>	8,501	.....	4,001
Liverpool	<i>Thistlemore</i>	.....	.....	8,762
Glasgow	<i>Cassandra</i>	3,142	.....	200
Liverpool	<i>Minnedosa</i>	2,387	.....	224
Liverpool	<i>Corsican</i>	5,128	.....	.....
London	<i>Lorentz Hanson</i>	.....	.....	19,150
London	<i>Venonia</i>	.....	.....	10,000
London	<i>Wyncote</i>	.....	.....	10,512
Liverpool	<i>Empress of Britain</i>	788	.....	286
Liverpool	<i>Haverford</i>	.....	.....	440
Liverpool	<i>Caronia</i>	808	.....	450
Liverpool	<i>Metagama</i>	5,453	.....	.....
Manchester	<i>M/c Corporation</i>	.....	.....	3,475
Glasgow	<i>Cabotia</i>	2,841	.....	.....

APPLE IMPORTS INTO UNITED KINGDOM

The following are the official figures of apple imports into the United Kingdom, during March, 1917, 1920 and 1921, expressed in long hundredweights:—

			1917	1920	1921
Week ending March	5.	Total imported.	79,021	54,840	105,803
" "	5.	From Canada.	40,810	21,566	43,581
" "	12.	Total imported.	33,441	42,615	199,797
" "	12.	From Canada.	18,757	16,287	56,258
" "	19.	Total imported.	16,932	37,846	69,547
" "	19.	From Canada.	2,661	9,748	36,181
" "	26.	Total imported.	36,846	57,130	112,580
" "	26.	From Canada.	25,096	17,361	17,110
" "	April 2.	Total imported.	6,704	67,290	93,329
" "	" 2.	From Canada.	2,933	19,333	3,820
During March.		Total imported.	172,944	259,721	581,056
" "		From Canada.	90,257	84,295	156,950

CANADIAN CATTLE AND THE SCOTTISH MARKET

TRADE COMMISSIONER GORDON B. JOHNSON

Glasgow, April 5, 1921.—In *Weekly Bulletin* No. 893 (March 14, 1921) there appeared a short report under the above title regarding a prospective shipment of Canadian cattle to Glasgow, for slaughter, according to law, within ten days of arrival. It was pointed out that such shipments do not conflict with the well-known British embargo on the importation of Canadian and other overseas store cattle for admixture with British herds. The cattle having arrived and been disposed of, it is now possible to give details.

The shipment was made by a Toronto firm, the consignees being a well-known firm in the Glasgow meat trade, who, it is understood, were making a new departure in importing cattle themselves. In fact, this shipment was the first of its kind to Glasgow, and possibly to Great Britain, since 1913.

The cattle, consisting of 60 American steers and 20 Canadian, were shipped on the ss. *Cabotia*, of the Donaldson Line, from Portland, Maine, and arrived in Glasgow a few days before Easter in superb condition. The care in shipment and the excellence of the arrangements on board and the attention paid to them by the skilful man in charge all contributed to their excellent condition on arrival and the satisfactory prices realized. They were sold by auction on Easter Monday at Merklands wharf (foreign animals wharf) by the consignee himself, and the attendance of buyers filled the available accommodation. They were, of course, sold on the hoof. The weights were unknown to bidders in this case, but experienced buyers can make a rapid and very shrewd estimate of an animal's quality and weight with the eye. Nevertheless it is the intention of the consignee to press the authorities to instal scales, which will, by furnishing exact weights, give more confidence to less experienced bidders, thus putting more life and competition into the bidding and increasing prices.

The importer, in giving the present writer information in this matter, described the shipment and its disposal as a most successful one; in fact, in his own words, "nothing less than phenomenal."

The cattle were rather heavy for the Glasgow trade—more Christmas than spring quality—but should make extreme top prices. It is impossible, of course, to do more than indicate the prices at which the cattle were sold, but it will be understood by those interested that details cannot be given. Prices are sufficiently indicated by stating that the "big end" of the steers fetched £66 on an average.

This shipment has since been followed by a second, the shippers and importers being the same as in the first. In this case the number of cattle was 260, of which 144 were steers from Lancaster and 116 from Toronto. They arrived on the ss. *Concordia*, of the Donaldson Line, from Baltimore yesterday, the last arrival being

landed at the wharf at 10.40 a.m., and the shipment being entirely disposed of by auction at 3.20 p.m. This shipment merely confirms the first in the success of the undertaking.

Without divulging anything of a confidential nature—and there are in existence extremely powerful forces to whom such information would be invaluable for their own purposes—it may be said that the success of these two shipments has been such that the business will proceed, and in increasing volume.

DEMAND FOR CANADIAN CATTLE IN LIVERPOOL DISTRICT

TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, April 7, 1921.—It is some years since comparatively low market values in the United Kingdom rendered the export of Canadian cattle unprofitable, and put an end to what had been a very satisfactory business. The depletion of beef stock in this country, due to war conditions (the shortage in the herds is stated to be nearly three-quarters of a million) has, however, so reduced available supplies of fresh beef that very high prices are being paid, and a very good opportunity now exists for the revival of the live cattle business with the United Kingdom.

During the last few weeks three shipments of American cattle, totalling 960 head, have arrived at the Foreign Animals wharf, Birkenhead, where they have been disposed of in accordance with the regulations requiring slaughter within ten days of arrival and before removal from the wharf premises. Excellent prices have been realized, as follows: Sides of beef: bullock or heifer, 1s. 5d. to 1s. 5½d. per pound; cow, first quality, 1s. 1d. to 1s. 3d. per pound; cow, inferior, 10d. to 1s. per pound; bull, 1s. to 1s. 2d. per pound. By-products: hides, green weights, free of brands, 60 pounds and up, 6d. per pound; hides, green weights, brands and seconds, 60 pounds and up, 4½d. per pound; fat, 3d. per pound; bellies and feet, 10s. 6d. per set; red offal, i.e. head, tongue, tail, liver, heart, lungs, sweetbreads, blood, etc., 32s. 3d. per set.

A further shipment of 2,000 sheep and 400 cattle from the United States is expected this week, and a shipment of 300 cattle from a Toronto firm is also due in Birkenhead in the near future. A member of a prominent Liverpool cattle importing firm is now on his way to Canada, where he expects to purchase from 1,000 to 1,500 head.

The class of cattle required for this market are good finished stock of the following live weights: steers, 1,200 pounds; heifers, 1,050 to 1,100 pounds; cows, 1,200 pounds; bulls, 1,400 to 1,600 pounds.

Beef is one of the few commodities that has not responded to the general drop in food values. Until control was discontinued in July last, the price was held down to 1s. 3d. per pound, but immediately after restrictions were removed the price was raised to 1s. 5d. and for beef of good quality has been steadily maintained at this level ever since. This of course has been on account of the shortage of supplies, and it is not expected that it will continue as imports increase and supplies become more plentiful. An immediate factor of the situation is the embargo on Irish cattle on account of the foot-and-mouth disease. But, unless fresh outbreaks occur, this is a very temporary restriction, and will be removed within the next fortnight.

It may be of interest to state that Canadian cattle have an excellent reputation on the market, and are recognized as superior to Irish, always bringing better prices.

A good proportion of the imported cattle disposed of at Birkenhead is sold by agents on shippers' account. Exporters will be interested in the following details of the cost of handling through such an agent: Lairage tolls, first twenty-four hours 1s. 6d. per head, next four days 1s. per head; slaughter-house tolls, 3s. 6d. per head; fodder, about 2s. per head; droving, after landing, about 1s. 6d. per head; slaughtering, 5s. per head; carrying, 1s. 1d. per body; refrigeration, 2s. per body; commission for handling and selling, 10s. per head.

STATE OF THE BUTTER MARKET IN MANCHESTER DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, March 31, 1921.—As the Government control of butter ceases at the end of March, inquiries have been instituted among Manchester importers regarding the condition of the market and the prospective demand. That there will continue to be a brisk demand for butter the wholesale merchants agree, although consumption is naturally influenced adversely by the serious trade depression and unemployment. Attempts are being made, attended by success in some cases, to place a grade of butter on the market which can be retailed at 2s. per pound. It is doubtful, however, whether the price will fall, even for medium quality butter, below 2s. 8d. per pound for some considerable time.

As is well known, the Americans have for some months past held the dairies of Denmark under contract for deliveries, so that the United Kingdom importers cannot hope to draw large consignments from that source.

In order that Canadian exporters may be furnished with information regarding Great Britain's requirements, and compare the quantities derivable from the main sources of supply, the following statistics are quoted, covering the last prewar year and the year 1920:—

Countries	Cwt. 1913	Cwt. 1920
Russia.. . . .	751,414	19,308
Sweden.. . . .	332,331	4
Denmark.. . . .	1,706,759	817,235
Netherlands.. . . .	153,172	102,567
France.. . . .	248,579	8,934
United States.. . . .	164	50,897
Argentine Republic.. . . .	72,418	138,862
Australia.. . . .	594,552	223,955
New Zealand.. . . .	251,663	275,406
Canada.. . . .	813	32,140
Total imports.. . . .	4,139,028	1,716,344

SUPPLY FAR BELOW NORMAL CONSUMPTION

In connection with the foregoing statistics, several points commend themselves to notice, the most important being the decline in total imports of nearly 2,500,000 cwts. last year, compared with 1913, the last complete prewar year, which would appear to indicate that the supply was far below the demand in normal times.

It will also be observed that very substantial increases were recorded by Canada, the United States, and the Argentine Republic in 1920. Supplies from Denmark, France and Russia were far below those of prewar days.

There can be no doubt that Canada will find a ready market this year for all the surplus butter she may have at her disposal.

CURRENT PRICES

The current prices of butter are: Danish, 280s. per cwt. f.o.b. Copenhagen; Dutch, 270s. per cwt., Holland; Swedish (scarce), 350s. pr cwt., Sweden; British Government butter, released, New Zealand first and second grades, 262s. per cwt.; Australian first and second grades, 244s. per cwt.; Argentine, 240s. per cwt.; all ex store. Finland is exporting small quantities on consignment.

A complete list of the Manchester butter importers accompanies this report, which is on file at the Department of Trade and Commerce, Ottawa.

THE IRISH AND SCOTTISH MARKETS FOR FIBRE FLAX AND FLAX SEED

TRADE COMMISSIONER GORDON B. JOHNSON

Glasgow, April 1, 1921.—The estimated acreage under flax in Ireland in 1920 was 127,198 acres. It is not possible to estimate the area likely to be sown to flax this year. Owing to the depressed state of the linen trade, farmers have considerable hesitation in deciding on their flax acreage. It is believed, however, by the Department of Agriculture for Ireland that most farmers, realizing the probability of the crop being as remunerative this year as any other year, will again sow a considerable acreage with this crop. But there is every likelihood of a considerable reduction taking place in the acreage this year as compared with last year.

As already mentioned, the linen trade in Belfast for some time has been in a very stagnant condition. Manufacturers are obtaining but few orders, and have apparently no occasion to buy yarn except in small lots.

Prices current for flax fibre, tow, and seed are as follows:—

- (1) Irish flax fibre, week ended March 19, 7s. 6d. to 15s. per stone (14 pounds).
- (2) Irish tow, unscutched; demand extremely poor. Where sales are being effected by growers to scutch mill owners, prices vary from 2s. to 8s. per hundred-weight (112 pounds).
- (3) Dutch seed, 40s. to 45s. per bag, wholesale, f.o.b. Rotterdam; Canadian No. 1, 46s. per bag, wholesale, c.i.f. Belfast.

Illuminating reports appeared on this subject in *Weekly Bulletin* Nos. 852 and 869 (May 31 and September 27, 1920 respectively) by Mr. J. Vernon Mackenzie, formerly Trade Commissioner in Glasgow, and there is accordingly no necessity of going over the same ground again either in a general description of the market in Ireland for Canadian fibre flax and fibre seed, or to go into details already furnished in those reports. The information given herewith therefore is supplementary and brought up to date.

Canadian-grown flax seed has proved such a favourite with the Irish farmers, and has found so many warm advocates, that if rightly handled there is a good chance of Canadian seed pushing the Dutch variety—the principal competitor—off the Irish market. Future prospects in this business were, however, darkened last year by the arrival of shipments of flax seed from Ontario which failed to germinate for the production of fibre flax, and proved to be of seed variety. It is to be hoped that this outlet for Canadian flax seed will not in the future be narrowed—if indeed not entirely closed—by shipments of seed useless to the buyer, instead of widened as it might be.

Dundee is the centre of the flax-spinning trade in Britain (Scotland, England and Wales), and there are many spinning and manufacturing firms in the city. But the trade itself is carried on over a wide area. The Scottish Flaxspinners' and Manufacturers' Association, whose headquarters are in Dundee, includes in its membership firms as far north as Aberdeen, as far south as Crewkerne, in Somerset, and as far west as Port-Glasgow. The trade is carried on in a great many of the small boroughs and in a variety of country places. The position of the flax twine trade at present is that, owing to the high cost of production, the works are for the most part running only three days a week, and a considerable part of the production is for stock. A determined effort is being made by the employers to get rid of certain conditions tending to stagnation, and if this is successful the trade will again resume full working time, and be able to compete with other countries where costs are, for a variety of reasons, much less than here.

CANADIAN MANUFACTURERS SHOULD APPOINT AGENTS IN UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, April 5, 1921.—In periodical reports upon prospects for securing export markets for Canadian products in the United Kingdom frequent reference has been made to the desirability of representation on the spot.

At no time has this been more urgent than now, when many Canadian manufacturers—in certain cases resulting from increased output capacity—are not only looking for, but anxious to obtain, regular outlets for their goods, and are making an effort to secure a permanent footing in the United Kingdom.

Previous to the war, this being an open market with practically unrestricted buying capacity, a large proportion of which was for overseas customers, competition was so severe that manufacturers and shippers of almost every producing country found it necessary to either maintain their own branch in Great Britain or to be represented by a resident agent or travelling representatives who systematically canvassed the country.

While after-war conditions are still hindering trade, and legislation already in force has slightly restricted certain branches of import trade, with the probability that further restrictions will be adopted, there is no falling off in the eagerness of overseas manufacturers and others to secure orders from this country, and not only have many agency arrangements which had fallen into suspense during the war been revived, but new connections are being daily established.

At the same time buyers who temporarily, owing to war conditions, were obliged to entertain offers of all kinds frequently in the currency of the exporting country and at prices quoted f.o.b. abroad, have gradually reverted to their former unwillingness to consider anything but offers made in sterling c.i.f. United Kingdom ports, and are demanding prompt and definite offers, samples and similar services which can only be efficiently executed on the spot, and which obviously places at a great disadvantage overseas firms who endeavour to conduct their negotiations through the medium of correspondence.

This disadvantage applies not only to goods destined for home consumption, but almost more so to the large quantities of articles of all kinds which are purchased by merchant and so-called "indent" houses upon behalf of customers abroad, which is moreover a branch of business which frequently presents more favourable prospects for Canadian manufactured goods than the British market itself, where the severe competition of the home manufacturer has to be encountered.

Additional necessity for representation arises from the tendency which Canadian manufacturers are showing to put in tenders for the varied requirements of Governments of the dominions, possessions, and Crown colonies, the bulk of the purchasing for which is conducted in London by official representatives, and also to secure orders from railways, corporations, and similar enterprises, including not only those located in the British Isles, but others which are operated by British capital in outside countries and maintain their head offices in the United Kingdom.

In the first place there is always a time limit, and it is consequently of the utmost urgency that the manufacturer wishing to tender should be aware of the specification and conditions the moment that the call for tenders is issued. Considerable delay must result if he is dependent upon correspondence for this information, and it is inevitable that still further delay must frequently take place in securing supplementary details without which it is impossible to send in a definite offer. In many cases it is necessary to quote according to samples which are only available at the London office.

In practically all cases it is necessary for the firms authorized to submit tenders to make application to be included in the list of recognized contractors, and while this is largely a matter of formality and presents no particular difficulty, a resident agent, besides being in a position to deal with calls for tenders as they are issued, can render minor services in a variety of directions.

Indeed, in some cases Governments and corporations are unwilling to deal with overseas firms until they possess an authorized resident agent, and in others, dependent upon the nature of the goods, there is a multiplicity of minor regulations and stipulations which practically necessitates the constant presence of not only a resident agent, but one personally familiar with the circumstances of his principals in such directions as quality, output capacity, delivery, etc.

It should, moreover, be borne in mind that while the representatives of the Dominion Governments, corporations, etc., almost invariably welcome offers from Canada and express their willingness to give them every consideration, they are only prepared to deal with us upon the same conditions as they extend to United Kingdom and other overseas manufacturers and merchants, and it is frequently impossible for them to comply with requests which Canadian firms make who are endeavouring to negotiate through correspondence.

As an example, the following extract is reproduced from a letter from one of the Government offices in reply to applications made to us by two Canadian manufacturers wishing to secure samples of textiles and clothing for which tenders were being invited:—

"I am directed to say that tenders from Canadian firms will be welcome, provided they comply with the essential conditions. In this connection it will be necessary for expert representatives to transact business here in London, and the Director of Stores and Shipping will be pleased to show representatives of interested firms the necessary samples, and to assist them in every way. I would suggest that you be good enough to request representatives of firms desirous of tendering to call at this office."

While the Trade Commissioners, like the High Commissioner and other Canadian officials, are only too anxious to assist by every means within their power Canadian manufacturers and shippers in securing orders, there is obviously a limitation to these efforts, and there are many features of negotiation with which only the manufacturer or his representative can successfully deal.

It is true that in recent years the representation of Canadian manufacturers in the United Kingdom has substantially increased. In a few cases they have opened their own branches; in others they maintain resident representatives of acknowledged ability.

Moreover, immediately following the Armistice there was a marked development whereby a number of Canadian manufacturers' agents and export organizations opened offices in the United Kingdom.

Unfortunately, however, partly resulting from the recent period of depression, and partly because many of their principals found it impossible, owing to conditions which prevailed in Canada, to carry out their intention of filling orders for export, some of these latter enterprises have either temporarily suspended operations or gone out of business altogether.

While present conditions certainly are discouraging, they can only be temporary, and as the United States manufacturers, who in many lines are admittedly among Canada's keenest competitors, have in the past year or two greatly perfected their resident organizations in this country, it is clearly up to those Canadian manufacturers who seriously intend to secure a permanent footing in this country and to devote a regular portion of their output to this purpose to take similar steps, and it is certain that one of the most vital features of such preparation is the appointment of a capable representative on the spot.

As a practical illustration of this necessity which will appeal to Canadian business men generally, one might point to the enormous advantage which so many United States manufacturers possess in Canada by maintaining their own offices and canvassing the country regularly with their own travellers, while United Kingdom manufacturers still in many cases depend upon correspondence and other indirect methods.

COMPARATIVE ANALYSIS OF CANADA'S TRADE WITH THE UNITED STATES IN FEBRUARY

BY FREDERIC HUDD

Canada's total trade with the United States during the month of February was \$79,000,000, as against \$104,000,000 for February of last year, a decrease of \$25,000,000, according to the *Monthly Summary of Foreign Commerce* of the United States.

United States exports to Canada during February were \$46,000,000, a decrease of \$18,000,000. A decrease is noted in United States exports during the month to all principal countries with the exception of Germany. United States exports to France decreased \$45,000,000, and to the United Kingdom \$75,000,000.

United States imports from Canada in February were \$33,000,000, a decrease of \$7,000,000. United States imports from France decreased only \$1,000,000, and from the United Kingdom over \$30,000,000, while from Germany they increased \$1,000,000.

During the eight months ending February, 1921, Canada's total trade with the United States was \$1,011,000,000, an increase of \$106,000,000 compared with the eight months ending February, 1920.

United States exports to Canada in this period were \$593,000,000, an increase of \$46,000,000. United States exports to the United Kingdom decreased over \$500,000,000, and to France \$117,000,000. Thus, while the volume of United States exports to Canada continues to increase, United States exports to other principal countries show a striking decrease.

United States imports from Canada during the eight months ending February, 1921, were \$418,000,000, an increase of \$59,000,000. United States imports from the United Kingdom in this period decreased \$77,000,000, and from France \$12,000,000. United States imports from Germany increased nearly \$45,000,000. Thus, while United States imports from Canada show a substantial increase, United States imports from other principal countries, with the exception of Germany, show a decrease.

Canada sold \$38,000,000 more goods to the United States in the eight months ending February, 1921, than the whole of South America sold to the United States, and nearly double what the United Kingdom sold to that country.

Canada bought from the United States \$154,000,000 more goods than the whole of South America bought from the United States and more than one-half the amount bought from that country by the United Kingdom.

The adverse balance of Canada's trade with the United States for the eight months ending February, 1921, was \$175,000,000, as against an adverse balance for the corresponding period ending February, 1920, of \$188,000,000—a decrease of \$13,000,000. The United Kingdom's adverse balance of trade with the United States decreased by \$428,000,000 and France's adverse balance of trade by \$107,000,000. Germany's adverse balance of trade with the United States increased \$119,000,000.

AUSTRALIAN BOOT AND SHOE EXPORTS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 2, 1921.—Australian manufacturers of boots and shoes are seriously perturbed at the falling off of the export business, which during the war and until quite recently constituted an important section of their trade.

At a meeting of those interested recently held in Melbourne the formation of an export association to arrange for the manufacture of standard footwear of such types as are required by certain overseas markets was adopted and steps are being taken to operate along those lines. The scheme favoured provides for all goods to be sold through the association and not by individual manufacturers and traders as at present.

It was considered at the meeting that the following are among the advantages which will accrue from the scheme: reduction in selling expenses; an increase in efficiency; increase in export business; the small manufacturer as well as the large one would be able to participate; the association could arrange for credit to better advantage than individuals; and the competition between Australian manufacturers for foreign business would be eliminated.

The analysis of the last trading year (1919-20) shows the fact that the Australian overseas trade in boots and shoes has been done in many markets, and that South African business especially has been considerable. The figures which go to make up a total export trade of £819,822 are as follows: New Zealand, £572,546; South Africa, £107,411; United Kingdom, £43,363; Pacific islands, £32,742; Egypt, £29,648; East Indies and Java, £16,043; India, £9,827; Straits Settlements, £3,636; Papua, £2,015; Hong Kong, £905; all other countries, £1,686.

It must be remembered that a great proportion of this trade was secured by Australian manufacturers because for the time being overseas manufacturers were unable on account of war conditions to continue their ordinary business dealings in the markets adjacent to Australia, and that on the resumption of ordinary trading activities the difficulties for the Australian manufacturer in retaining his new markets would be acute; and this latter effect had already been felt.

ESTABLISHMENT OF BRITISH INDUSTRIES IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

LOCKS AND SAFES

Melbourne, March 2, 1921.—Amongst many British concerns which have established, or intend to establish, manufacturing branches in Australia is that of a prominent manufacturer of locks and safes. This firm has secured a site at Waverly, in New South Wales, upon which work is now in progress in the erection of a factory on the most modern lines of cheap production. It is the intention to commence with the manufacture of light safes and doors, together with shelving, fittings, and safe deposits. For the present the heavier class of security work will continue to be built in England.

The firm have associated themselves with an Australian concern of art metal workers who are considered experts in ornate iron and steel designs embodied in all types of ornamental ironwork, and conjointly will manufacture steel elevator enclosures and cages, staircase balustrading, wrought iron entrance gates and railings, grille work, metal fittings, etc., as well as safes, locks, and other metal security appliances for which the English firm has an established reputation in the Commonwealth.

The raw material—high quality steel—will be obtained from the Broken Hill Steel Works at Newcastle, N.S.W. Expert workmen are being brought out from English workshops.

FLOUR-MILLING MACHINERY, ETC.

Another well-known firm whose works are at Rochdale, Lancashire, and whose products for many years have had a large sale in Australia, intends establishing a branch factory in Australia for the manufacture of flour-milling machinery and all sorts of wood-cutting and cabinet-making machinery at present being made at the parent establishment.

All necessary arrangements are said to be already made for the promotion of an Australian company with a capital of about £100,000, which will operate in Australia independently of the parent concern, but which will have all its objects facilitated in every possible way by the British firm.

The new factory is to be located at Alexandria, Sydney, New South Wales. It is estimated that it will give employment to about 500 workmen, and in the near future, it is claimed, will not only supply Australian requirements in flour-milling machinery, but have a large surplus for export to South Africa and the East.

CROWN AGENTS FOR THE COLONIES TO INVITE CANADIAN TENDERS

Mr. W. J. Egan, Trade Commissioner at Cape Town, who has recently concluded his special mission of investigation into Canadian trade possibilities in British West Africa, writes from London, under date March 21, that the Crown Agents for the Colonies, who are the commercial and financial agents in the United Kingdom for all the Crown colonies and protectorates, desire to enter into hearty co-operation with Canadian manufacturers and producers as a source of supply for purchases required for the West Coast of Africa and the West Indies. The Crown Agents will be glad to place on their mailing list the names of Canadian firms who make application to them at their offices, 4 Millbank, Westminster, London, and who will submit at the same time full data regarding their standing and experience. Canadian firms represented in the United Kingdom naturally have the best chance of securing trade.

MARKET FOR CANADIAN PRODUCTS IN WEST AFRICA

Definite Offerings for Various Commodities

A well-known firm of exporters to South Africa, with headquarters in the United Kingdom, who have recently been interviewed by Mr. W. J. Egan, write to the Department of Trade and Commerce as follows, under date March 23, on openings for trade in West Africa:—

“There were a few matters which were discussed between Mr. Egan and ourselves which your Trade Commissioner wished us to write to you about. These we will deal with under separate headings:—

“*Lanterns.*—We have done a very large trade prior to the war in lanterns from Germany, and prior to and during the war in lanterns from America. The chief seller is the Dietz lantern. We enclose herewith particulars of what we have been shipping regularly. [Quote file No. 24063, Department of Trade and Commerce, Ottawa.] If a Canadian firm can produce a lantern equal to, or better than, the American lantern and at a lesser price we should be pleased to receive samples and particulars.

“*Wire Nails.*—This is again a very large and regular trade. Supplies have been purchased by us from Germany and largely from the United States. Enclosed

are particulars of sizes mostly shipped by us, and if this is of any interest to a Canadian firm we shall be pleased to receive counter samples and particulars. [Quote file No. 24063.]

"Grubbing Hoes."—This is a regular trade, and we shall be pleased to receive particulars from any Canadian manufacturer interested.

"Matchets"—This has been a very large trade in West Africa. Prior to the war it was practically in the hands of the Germans, who manufactured a cheap matchet which could be retailed at 6d. How they could produce the matchet at the price has always been a mystery to every manufacturer in this country. During the war we had to buy from British manufacturers, and the prices ranged from 15s. to 18s. a dozen, but as the matchets produced were of a better quality and finish, and as there was none other available, they naturally sold; but as soon as Germany is again in the market to supply we anticipate that the trade will revert back to Germany, unless some other country is anxious to cater for the requirements of the West African merchants. [Sample of a matchet may be seen on application to the Director, Commercial Intelligence Service, Ottawa.] The price ranges from 12s. to 15s. per dozen, according to market conditions. The matchets are packed in cases of 100 each and are rubbed over with chalk or some such material to prevent them from rusting.

"Sardines."—This is a very large trade with the natives right down the West Coast, but the American sardines which we have at times shipped are not liked because the oil in which they are packed appears to be cottonseed oil and is not so palatable as the olive oil in which the cheap French, and the still cheaper Portuguese, sardines are packed. The favourite size tin is the Club $\frac{1}{4}$ tin, and if a Canadian firm can put up sardines in Club $\frac{1}{4}$ tins in the same oil as the Portuguese sardines there should be a good opening.

"Smoked Fish."—There is a very large trade done with the West Coast of Africa from the Canary islands in smoked dried fish, known as corbina. Recently one of our coast men was in Canada and visited the fisheries; the result is that one firm have put up a sample lot of smoked dried salmon, packed in the same way as the corbina. This trial is now waiting shipment to West Africa, and we shall watch with great interest the reports from our agents and will advise you if it is a line which is worth developing as far as Canada is concerned.

"Condensed Milk."—This, of course, is an enormous trade, and is practically in the hands of a combine. If Canada can do anything to compete we should be only too happy to assist by endeavouring to sell.

"Dutch Edam Cheese."—This is always a regular trade. The cheeses are round, painted red, and packed in round red tins. Possibly some Canadian firm would be interested to compete.

"Ready-made Doors, Windows, Jalousies, etc."—Canada with its timber industry should be in a position to compete with Norway and Sweden in ready-made doors, windows, jalousies, etc., and if any Canadian firm make a specialty we should be pleased to hear from them.

"Timber for Building Purposes."—This is a large trade. We have regularly bought 1 by 12 white pine boards from Canada, but pitch pine from the Gulf. The white pine boards are sent to New York to be loaded onto our sailing vessel there, and the vessel then proceeds to Gulf ports to fill up with pitch pine. It appears that pitch pine has proved to be the most suitable wood for withstanding the white ant. Mr. Egan, however, thinks that Douglas fir might compete. We are quite open to consider the matter if any timber firm would be interested to communicate with us.

"Beef in 1-pound round full-weight tins, 2-pound full-weight taper tins.—This is an important trade. Ten years ago it was in the hands of the Americans. Armour and Libby held the trade. The beef was a corned beef. The Australians came in with a roast beef and not so salty. Since the introduction of the Australian beef the American beef is cleaned out of the market. If any Canadian packing firm can put up the same beef as the Australian Ramornie or N.Q.M.E. beef, we shall be greatly interested.

"Light Lager Beer.—This is a regular trade. Prior to the war we used to buy Dutch beer, German beer, and also the American Annheuserbusch beer. The Annheuserbusch beer is now out of the market as the quality has been altered owing to the new laws, but if a Canadian brewery can put up a beer similar to the old Annheuserbusch we should be interested.

"Asbestos sheets.—This is a small but regular trade, and we should be interested if any firm who manufacture in Canada would care to communicate with us.

"Cement.—Mr. Egan was very strong on Canadian cement and intimated that it was superior to the British Portland cement. So far in West Africa we have not been able to sell anything against the British Portland cement, and at the moment we have contracts running which would preclude our handling Canadian cement. At the same time West Africa is a big market for cement, and other firms might be interested.

"Portable Buildings.—This has not been a very great trade in West Africa because the natives mostly build themselves, but there should be a certain demand. Mr. Egan mentioned that there were one or two firms in Canada which make a specialty of these buildings, and if so we should be pleased if they would communicate with us.

"Paints; White Lead and Linseed Oil.—We question whether Canada could compete with this country in paints, but there might be something in white lead and linseed oil. These lines we ship regularly, and we should be interested to hear from any firm which cares to communicate with us.

"Roofing Felt.—This is a regular line, and we should be interested.

"Austrian Bentwood Chairs.—This is a most interesting line. For many years prior to the war we shipped two styles regularly. During the war we could not get any British firm to make them, the wood being the difficulty. Mr. Egan stated that there were one or two firms in Canada who could make this Austrian bentwood furniture and at prices to cut out the Austrians. We enclose sketches and particulars of the chairs we have shipped regularly, and would be very interested to hear from any firm who can supply a similar article. [These will be furnished to Canadian manufacturers by the Department of Trade and Commerce on quoting file No. 24063.]

"Knock-down furniture.—This is another good line. The Austrians at present are enterprising. They have recently offered us a bedroom suite, the whole of which when knocked down packs inside the wardrobe, including the bedstead. The wardrobe is then packed in one case. The same applies to a dining-room suite, the whole being knocked down and packed inside a sideboard, and the same would apply to a sitting-room suite, the whole being knocked down and packed inside a sort of cupboard or bookcase.

"Iron Bedsteads.—The writer doubts very much if Canada can compete with Birmingham.

"Boots, Shoes, Clothing, and Haberdashery.—All these lines are shipped in varying quantities right down the West Coast. These being goods of fashion, are mostly purchased by agents when they are home on leave, who go round the various

districts, such as Leicester, Nottingham, and London warehouses, and make their selections. If therefore Canada wishes to cater for this trade it would be almost necessary to have a commercial showroom in London under the charge of a Canadian Government official, who would invite manufacturers in Canada to show their samples in the showroom. Buyers could then inspect samples in showrooms and make their purchases.

"Fencing Wire.—This is a line well worth following up, and we should be pleased to hear from any firm or firms who are prepared to quote.

"Salmon.—This is a line which we have handled for many years, and is likely to continue a regular seller in West Africa. We hardly think that anything further could be done to develop this trade; it is already well established.

"Herrings.—There is a very large trade for fresh herrings in 1-pound tall round tins (label must be yellow, black edging and wording, with the picture of a fish on it; no other colour label would be any good). As you are no doubt aware, these herrings are put up in Aberdeen and Lowestoft. We do not know if this is an industry which interests any Canadian canning company, but if so, we should be interested to have particulars.

"Flour.—This naturally should be Canada's largest export, but in the past we have suffered very heavily in trying Canadian flour. It may be something to do with the climatic conditions under which the wheat is grown that makes it not quite so suitable as flour grown from Minnesota and Dakota wheat. The writer remembers distinctly losing some very large sums of money in making experimental shipments from flour supplied by one of the mills in the Dominion. The flour trade at the present moment is in the hands of the Americans, and we ourselves should be very chary of making any change which might endanger our trade, as it is a very valuable one.

"If there are any other manufactures which you think would be of interest to Canadian manufacturers in connection with the West African market, the writer will be only too pleased to give you any further information."

CANADIAN TRADE WITH THE WEST INDIES: ST. KITTS, NEVIS, ANGUILLA

BY HUGH C. MACLAINE

GENERAL FEATURES

This group of islands is the first of the West Indian group and forms part of the Leeward islands. It is reached by the Canadian mail steamers from Halifax, and with the present class of steamers is about four days' steaming from Bermuda. The harbour is in the island of St. Kitts, but Nevis can be seen quite distinctly from it.

The area of the entire group is about 150 square miles and the population about 43,303, of which the whites comprise about 1,582. Agriculture is the chief industry, as it is with the entire West Indian group, sugar cane and cotton being the chief crops. A small trade is carried on in the export of turtles to the United Kingdom. Sugar is manufactured and there is a small cotton ginnery.

IMPORTS

Imports from Canada for the year 1918 (1919 figures are not available) amounted to a little over \$368,000, while those for the same period from the United States amounted to over \$569,000. A great deal of complaint is made by many of the prominent business men of these islands that when inquiries concerning trade with the islands have been made and replied to the Canadian firm making the inquiry has replied, courteously stating that they are not ready for export trade yet. This is

unfortunate; for the business men of the West Indian group have never been in a more receptive state of mind than they are at the present time for trade with Canada. With the high rate of American exchange and the somewhat uncertain service from the United Kingdom, the Dominion never had a better opportunity for getting control of the trade in these islands if manufacturers would only take the initiative and go after it.

The position of the islands makes them a natural market for the export of Canadian goods and the import of raw material, yet there are manufacturers who are to-day shipping goods to New Zealand and Australia while these markets are practically begging for their trade at the present time. This condition cannot go on forever, as the United States by their various trade associations and laws passed to assist their manufacturers are a factor to be reckoned with in these markets.

Although the peoples of the West Indian islands are loyal and would prefer British-made goods, it cannot be expected that they will put themselves to the inconvenience of waiting until such a time as Canadian manufacturers choose to recognize their existence and send representatives for the purpose of obtaining their trade.

The requirements of the St. Kitts, Nevis and Anguilla market are identical with all markets in the first stage of development, viz., manufactured goods and foodstuffs such as cannot be produced or grown in the tropics.

TARIFF

St. Kitts-Nevis was a party to the Canada-West Indies Trade Agreement of 1913, under which a certain list of Canadian goods were given a preferential rate of four-fifths of the rate applicable to similar goods when imported from any foreign country. This list is somewhat well known now and interest in it has subsided on account of the Canada-West Indies Trade Agreement of June last, which provides for a preferential rate in the case of St. Kitts-Nevis of 66⅔ per cent of the duty applicable to foreign goods. This agreement covers nearly all commodities, although there are special rates for a few items.

St. Kitts-Nevis has not yet taken action with regard to ratifying the recent trade agreement. The colony issued a new tariff in December of last year, revising its old schedules. Under this tariff, the 1913 preference will be maintained until superseded by the prospective larger preference provided for in the 1920 agreement.

SUGGESTIONS TO INTENDING EXPORTERS

Invoices and certificates of origin (under the Canada-West Indies Preferential Agreement) should be made out accurately and in accordance with the customs regulations of the various islands. Details and instructions regarding shipping and packing should be strictly carried out as the packing for the domestic market and that for overseas trade requires different methods of application.

Regarding credits, the terms are 30, 60, 90 days from date of invoice, and if possible Canadian exporters should avoid drawing against shipments before goods have arrived, as this causes annoyance to the merchant and does not make for friendly trade relations. Of course this last course refers only to goods that have been sold draft against acceptance.

As it is customary that all goods are insured, Canadian exporters should charge the cost of insurance on the invoice, unless instructions to the contrary have been received from the importer.

Regarding packing for ocean transportation, it must be noted that many classes of goods are charged for by space on the ocean carriers; therefore, the less space occupied the less freight charged.

In St. Kitts, importers prefer flour packed in bags rather than in barrels, as these bags are sold afterwards by them to the poorer classes and by them made into garments.

With regard to the boot and shoe trade, it must be remembered that the black population predominate numerically, and as frost and snow are unknown in these parts most of the blacks wear no shoes except on Sundays and holidays. It has been discovered, however, that the wearing of footgear greatly lessens the chance of getting the disease known as ankylostomiasis; accordingly, if a campaign of education were carried out in this respect there is no reason why the sale of a cheap shoe should not succeed. For the white population the ordinary shoe of better quality would find a sale provided they were built on English lasts.

In conclusion, it may be pointed out that a foreign trade should be reciprocal, if it is intended to be lasting. If these islands are to trade with Canada and import her manufactures, there is no reason why Canada should not be a market for the sugar and cotton of St. Kitts, though with regard to cotton, which is of the long staple variety, it is doubtful if it could be worked at the present time by Canadian mills.

Why should not Canadian refiners grow their own sugar cane for their own refineries? The fertile soil awaits development, and the idea though it may not be original is one worth considering, for it would hasten the development of the island and tend at the same time to reduce the price of sugar to the Canadian public while making large dividends for the promoters.

To give an illustration, Jamaica, though a British colony, is practically controlled by the United Fruit Company, which financed and developed the banana industry to such an extent that Jamaica rum is now entirely overshadowed in trade importance by the Jamaica banana.

NEW ZEALAND'S IMPORTS, 1920, 1919

In transmitting a table giving the values of some of the more important articles of import into New Zealand for the year ended December 31, 1920, and 1919, which has been placed on file at the Department of Trade and Commerce, Ottawa (quote file No. T.C.-2-f11), Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, appends the following comparison of aggregates for the years mentioned:—

	1920	1919
Soft goods.. . . .	£13,916,362	£ 6,575,773
Hardware.. . . .	6,349,201	3,643,792
Foodstuffs.. . . .	4,701,794	2,429,764
Beverages.. . . .	2,721,788	1,097,836
Miscellaneous.. . . .	15,626,184	7,440,047
Other goods.. . . .	18,238,524	9,121,955
Total goods.. . . .	£61,553,853	£30,309,167
Specie.. . . .	41,975	362,531
Grand total.. . . .	£61,595,828	£30,671,698

The total of the full year's figures is over double that of the preceding year, and about three times the normal prewar total of importations. The total for the month of December was £6,038,229, which is slightly above the average of the preceding months. The increase is fairly general in all sections of trade, but some of the individual items exhibit phenomenal increase.

TOTAL OF SOFT GOODS AND HARDWARE DOUBLED

The soft goods sections has a total just over double the previous year. Woollen piece goods account for nearly a third of the increase, and all the other items show more or less heavy growth. The hardware total is nearly doubled. Only two lines, nails and tin, show decrease, but this is only as compared with the extra heavy figures of 1919. Practically all the other items have heavy increase.

CONFECTIONERY HAS BIG INCREASE

Foodstuffs do not show quite the 100 per cent increase. Confectionery has exceptionally big growth. Dried fruits show far too large a total, but quite a fair amount has been re-exported. The total of grain is growing. Rice is heavier in value only, showing a decrease in quantity. Salt is a little under the average of the two previous years. Sugar's increase is largely a price one.

BEVERAGES ABOVE AVERAGE

Beverages show growth above the average. Spirits and wine have the heaviest share proportionately, but tea has big increase and the largest individual total. The separate figures for cocoa, etc., are: cocoa, 1,164,842 pounds (£149,405), and coffee, 361,027 pounds (£22,947).

MISCELLANEOUS SHOWS HEAVY INCREASES

The miscellaneous section also shows some heavy increases. Motor vehicles and petrol together amount to £4,783,478, and by the time tyres and other accessories are added this trade would account for fully 10 per cent of the total imports. Tobacco goods show very big figures—two millions in the aggregate.

INTERESTING FLUCTUATIONS

Below are given the quantities of imports of several lines, fluctuations in which are of interest.

	1920	1919
Iron—bar, bolt, rod.. . . . . .tons	14,798	4,964
Corrugated sheet.. . . . . .cwt	385,397	172,173
Fencing wire.. . . . . .tons	10,588	7,918
Barbed wire.."	3,816	1,738
Pig and scrap.."	11,334	4,488
Pipes and fittings.."	8,801	7,776
Wire nails.. . . . . .cwt.	72,806	125,354
Fish, preserved.. . . . . .lb.	4,755,137	2,559,569
Rice.. . . . . .cwt.	61,723	62,875
Ale and stout.. . . . . .gals.	66,430	15,221
Whisky.."	740,776	293,874
Tea.. . . . . .lb.	12,837,518	8,502,938
Candles.."	1,058,532	623,897
Matches.. . . . . .gross	238,099	55,770
Carbide of calcium.. . . . . .tons	898	1,126
Motor vehicles.. . . . . .No.	11,994	6,100
Benzine, etc.. . . . . .gals.	17,911,246	8,927,318
Kerosene.."	4,850,475	2,995,184
Linseed oil.."	535,215	193,246
Turpentine.."	222,911	105,679
Leather.. . . . . .lb.	1,949,723	595,900
Printing paper.. . . . . .cwt.	267,656	223,560
Pianos.. . . . . .No.	2,173	1,064
Tobacco.. . . . . .lb.	3,575,260	3,039,587
Cigarettes.."	1,619,737	835,927

FACTORY FOR THE MANUFACTURE OF MOTOR TRUCKS TO BE ESTABLISHED IN CANADA

An important firm is about to establish a factory in Toronto for the manufacture of motor trucks. The engines and accessories will be obtained from the United States, but between 50 per cent and 60 per cent of the material used in their construction will be Canadian.

JAPANESE TARIFF AMENDMENTS

TRADE COMMISSIONER A. E. BRYAN

Yokohama, March 30, 1921.—The Upper House has just passed upon a measure introduced into the Diet about ten days ago, which is of some considerable importance to certain Canadian manufacturers.

This latest enactment, passed on the 28th inst., relates to the Customs Tariff Law, and special amendments are made for the express purpose of assisting local industries, particularly manufacturers of zinc spelter, industrial chemicals, certain fatty substances, and iron and steel. The amendments in short are as follows:—

- (1) Basis of valuation of import goods which has always been calculated according to the market value at ports of importation at time of arrival of ship, will now be based on the market prices ruling at the time the various customs declarations are filled out at date of clearance from Customs.
- (2) The import duties on steel shapes, boilers, and other articles of steel made for shipbuilding purposes are wholly suspended.
- (3) Tariff duties advanced, the principal articles affected being Spiegeleisen ferromanganese, iron rods and bars, wire rods, steel sheets and plates, galvanized sheets, iron tubes and pipes, spelter, locomotive engines, boilers, cranes, etc., caustic soda, caustic potash, soda ash, peroxide of soda, benzoic soda, sulphate of cocaine, stearin, paraffin and olein.

It is not known yet what date this law will come into operation, but an official of the Yokohama Customs was of the opinion that it would receive Imperial sanction this week and would be put in force almost immediately.

The chief articles of interest to Canadian manufacturers are zinc spelter, caustic soda, and iron and steel bars, plates, sheets, etc., as considerable quantities of Canadian goods have been imported. Canadian spelter is well looked upon, and the new import duty of yen 3 per picul has aroused serious objections among producers of paints and brass. On the other hand the price has been falling gradually since December, and now it is said that the output of Japanese refineries cannot be sold except at a loss over production. Present market prices rule at about yen 20 per picul of 98 per cent, although it can be bought for a yen or two cheaper.

The duties on iron and steel have been advanced in order to help the Japanese iron and steel industry, and it is said that the Government will do everything possible to place this industry on a secure foundation. It is expected that local producers will be able to supply 80 per cent of the pig-iron and 70 per cent of the steel requirements of the country. Owing to the fact that Japan's shipbuilding industry has been suffering a serious decline, it has been decided to permit steel plates, shapes, boilers, etc., which Japan to a great extent imports, to be admitted free of duty. It is thought that this will greatly stimulate the industry and put it more on an equality with foreign yards.

The subjoined particulars giving the number of the article in the tariff, together with the old rate and the new rate just adopted will be of interest:—

GROUP 5.—OILS, FATS, WAXES, AND MANUFACTURES THEREOF

No.	Article	Unit	Old Rate	New Rate
110	Stearin..	100 kin	4.50	12.00
111	Olein..	100 "	1.70	5.00
114 (2)	Paraffin wax..	100 "	3.45	12.00

GROUP 6.—DRUGS, CHEMICALS, MEDICINES, COMPOUNDS OR PREPARATIONS THEREOF, AND EXPLOSIVES

163 (2)	Caustic soda and caustic potash	100 kin	.70	1.50
167	Peroxide of soda..	100 "	4.60	15.60
172	Benzoic soda	ad val.	nil	35%
211 (3)	Hydrochlorate of cocaine ...	.....	1 kin	ad val.
			19.30	35%

GROUP 7.—DYES, PIGMENTS, COATINGS AND FILLING MATTERS

No.	Article	Unit	Old Rate	New Rate
259	Manufactured good with coal-tar, pitch and asphalt to be used for road paving.. . . .	.....	nil	free

GROUP 14.—ORES AND METALS

462	1 B, C, D, E.. . . .	.....	various rates	ad val. 10%
	1 F.. . . .	.....	ad val. 5%	12%
	4 (A.a.b.) (B-l.a.b.).. . . .	.....	various rates	15%
	5 (A.a.b.) (B-l.a.b.).. . . .	.....	various rates	15%
	6 Reed wire.. . . .	100 kin	1.85	ad val. 15%
	7 Ribbons.. . . .	100 "	1.50	15%
	9 A—Not coated with metals.. . .	100 "	4.10	" 15%
10	Wire rope and twisted wires coated or not with basic metals.. . . .	100 "	6.00	" 20%
	11 Barbed twisted wire.. . . .	100 "	2.20	" 20%
	12 (A-l.b.) (A-2.c.cl/c3).. . . .	.....	various rates	15%
467	1 Zinc, ingots, slabs and grains	100 kin	.70	3.00
	C-b.. . . .	100 "	2.95	3.30

GROUP 15.—METAL MANUFACTURES

477	1 A—Iron nails.. . . .	100 kin	1.25	1.90
	B—Iron nails.. . . .	100 "	2.55	3.20
	3 Iron screws.. . . .	100 "	4.55	5.60
	5 Iron bolts, iron nuts and iron washers.. . . .	100 "	2.00	2.80
	6 Iron rivets.. . . .	100 "	1.40	2.20
	7 Iron dog-spikes.. . . .	100 "	1.45	2.20
479	1 A—Woven metal nets or nettings of iron galvanized or not.. . .	100 "	13.50	14.40
	2 A—Other.. . . .	100 "	3.70	4.70
482	1 Rails.. . . .	100 "	.80	ad val. 15%
	2 Portable rails.. . . .	100 "	1.80	" 20%
	3 Turntables and parts thereof ..	100 "	2.55	3.50
	4 Fishplates, tie-plates and sleepers	100 "	1.10	ad val. 15%
483	1 Ports and parts thereof.. . . .	100 "	1.85	" 15%
	2 A.. . . .	100 "	4.35	5.30
484	1	100 "	1.90	2.80
485	1	100 "	1.95	2.90
488	Iron anchors	100 "	1.95	ad val. 15%
489	Added (above includes bicycle accessories now).. . . .	.....	ad val. 25%	25%
	A. b-2.. . . .	100 kin	2.00	ad val. 3.80
493	A.. . . .	100 "	6.40	7.60
494	A.. . . .	100 "	11.20	12.40
496	1 Anvils.. . . .	100 "	2.55	ad val. 20%
	2 Hammers.. . . .	100 "	2.55	" 20%
	3 Wrenches.. . . .	100 "	12.60	13.70
	4 Pipe cutters and ratchets.. . .	100 "	15.90	17.00
	5 A.. . . .	100 "	22.10	23.30
	6 Vises.. . . .	100 "	5.15	5.60
	7 A.. . . .	100 "	27.90	33.80
	B.. . . .	100 "	13.00	18.90
	C.. . . .	100 "	9.70	15.60
	D.. . . .	100 "	8.50	14.40
	8 Augers.. . . .	100 "	12.50	14.10
	9 Stocks and dies or screw plates (including boxes) ..	.....	20.10	22.30
	10 A—Shovels and scoops with handles.. . . .	100 "	4.10	5.00
	B—Other.. . . .	100 "	2.10	3.60
498	Screw jacks.. . . .	100 "	7.80	8.20
499	B.b.. . . .	100 "	4.65	5.00
505	1 Hand-sewing needles.. . . .	100 "	50.50	54.20
506	2 Hand sewing needles	per gross	.10	.16
516	Bedstead and parts thereof ..	100 kin	8.85	9.70
524	1	100 "	12.70	13.60
	B.a.. . . .	100 "	12.00	13.00
	B.b.. . . .	100 "	7.50	8.50
	B.c.. . . .	100 "	5.00	6.00

GROUP 15.—METAL MANUFACTURES—*Concluded*

No.		Article	Unit	Old Rate	New Rate
580	2	Springs	100 "	12.60	16.70
562	1	A.	100 "	2.40	3.30
		B.	100 "	1.50	2.40
	2	. . . . .	100 "	1.50	2.40
	3	. . . . .	100 "	3.00	5.00
565	2	. . . . .	1 picul	16.00	16.60
566	2	. . . . .	100 kin	18.10	21.00
	3	. . . . .	100 "	31.40	32.90
	4	. . . . .	100 "	97.10	99.50
569		Steam boilers	100 "	3.70	5.00
570	2	(Flanged boiler plates cancelled)	100 "	2.45	2.45
	3	Flanged boiler plates.	100 "	nil	4.10
	4	Instead of former 3.	100 "	.....	.....
573	1	A.	100 "	7.60	9.00
	1	B.	100 "	9.20	10.60
574	1	Steam locomotives not running on rails, portable steam engines.	100 "	5.20	6.60
	2	Steam road rollers.	100 "	5.20	5.90
583	1	. . . . .	100 "	4.20	5.00
	2	. . . . .	100 "	3.90	4.70
585	1	. . . . .	100 "	5.00	5.90
598	1	. . . . .	100 "	2.40	2.90
605	6	A.	100 kin including inner packing	28.40	36.00
	10	. . . . .	100 kin	12.50	16.00
612		C—Teak. . . . .	.....	4.20	free
619	2	Catalyzator of containing platinum, platinum salt. . . . .	.....	.....	free

THE SOUTH AFRICAN MARKET FOR CANNED FISH

Indications of a potential market for canned fish in South Africa are pointed out in a recent London trade journal. At the present time salmon and sardines are the only varieties in demand, but it is believed that the sale of canned codfish and haddock might be built up. Previous to the war, sardines put up in cottonseed oil had a rather extensive sale. At that time 6 cents a tin was the prevailing price, but at present the price ranges from 12 to 25 cents.

GERMANY CAPTURES THE CHEAP MEXICAN TRADE

Mexico is evidently a particularly favourable field for inferior German goods, to such an extent, indeed, that an American consul, commenting on the fact, fairly throws up the sponge on behalf of United States competitors, says the *British Export Gazette*. He says in so many words that the American manufacturer cannot compete with the German in price, owing, of course, to the low value of the mark as compared with the dollar. British goods are probably at only slightly less disadvantage than the American, and the sole opportunity for the manufacturers of both countries is in the extent to which they can cater for the better-class trade of the market. While the bulk of the population will be satisfied with the inferior goods which are being brought over by the semi-monthly service from Hamburg, our information is that there will be a constant inquiry from other sections of the community for superior qualities, for which they will readily pay. This trade should fall to Great Britain and America, and as the prosperity of the country increases should become ever more valuable.

TRADE NOTES FROM SOUTH AFRICA

ASSISTANT TRADE COMMISSIONER P. W. WARD

Cape Town, March 17, 1921.—The fourth Parliament of the Union of South Africa opened on March 11, and the policy outlined in the Speech from the Throne is expected to have a distinct effect in bringing about a renewed activity in trade. The newly formed Government inspires a large measure of confidence throughout the country, and the arrangement and personnel of the various portfolios provide a combination which is highly commented upon.

Protection of Home Industries

One of the chief features of the present session is to be the consideration of adequate protection for various industries which have been experiencing extreme difficulty—and some of which are at a very low ebb—during recent months. Overseas competition, as well as the effect of world-depression, is cited as a fundamental reason for the present position. Whether the method to be employed will be an increase of customs duty on certain imported articles or the payment of a bounty covering a period of years to the industries concerned is not yet even hinted at. A very interesting debate may be looked for, and if the former course is decided upon it is possible that Canadian manufacturers of more than one line now being exported to the South African market in fair quantities will be affected. The matter will be closely watched by the Canadian Trade Commissioner, and immediate advice sent forward to the Dominion when definite proposals are brought down.

Railway Development

Apart from the electrification of certain portions of the South African railways and the building of terminal and inland elevators, for which tenders are now being asked, the Speech from the Throne also foreshadows the building of certain branch lines and extension of the system, together with harbour developments in certain of the Cape ports. These works will undoubtedly provide opportunities for Canadian manufacturers to tender, as and when they are sufficiently advanced for prices to be called.

In this connection it should be particularly noted by interested plants in the Dominion that tenders for all South African railway contracts are returnable to and decided by the High Commissioner for South Africa in London, and that, apart from being in a position to secure copies of certain specifications from railway headquarters at Johannesburg, the Canadian Trade Commissioner at Cape Town is not able to submit tenders or secure any knowledge as to tender conditions. In view of the facts mentioned, Canadian houses which may be in a position to constantly tender for railway material should make arrangements with a London representative or agent who will keep in touch with the office of the South African High Commissioner. Advice is always transmitted to the Director, Commercial Intelligence Service, Ottawa, immediately tender forms for material are ready for issue, but owing to the fact that the mails take one month to reach Ottawa from Cape Town, the period for consideration of specifications and prices is considerably reduced.

South African Exports to Canada

The Department of Mines and Industries is now fully alive to the possibility of marketing certain products of the Union in the Dominion. The necessity of trading within the Empire, in lieu of foreign markets, is also occupying the attention of South African export organizations. Wool, hides and skins, fresh and dried

fruits, wattle bark, and other products are now being offered direct to Canadian importers who previously purchased their supplies through United States or other outside agencies.

It is pointed out that the effect of Canada buying directly from South Africa will result in cementing and extending the goodwill at present existing here for the Dominion and its products, as well as, to some extent, tending to rectify the exchange situation as far as sterling rates are concerned.

This office hopes that Canadian importers will take note of the opportunity now existing for reciprocal trade and co-operate to the fullest possible extent. The Canadian Trade Commissioner will be glad to be of service in linking up all interested parties with exporting houses or organizations here. A definite saving in price may be looked for in several lines.

Canadian Flour

After protracted negotiations between the Government and the millers, the latter have agreed to take over the large remaining portion of Canadian flour purchased by the Union Government last year through the offices of the High Commissioner for South Africa in London. It is stated that a loss approaching \$2,500,000 to the Exchequer will be sustained, but that this is offset by the fact that the consumer, or taxpayer, has been able to purchase flour at a price much below that at which this commodity could have been bought had the Government not stepped in. The whole transaction has added to rather than retarded the possibilities of marketing Canadian flour in this territory in the future, and when the present stocks have been worked off, in three or four months' time, the Dominion exporters will probably receive many inquiries.

The South African wheat crop promises well at the moment, but being naturally inferior in quality to the Western Canadian standard, a demand will always exist for the Dominion product.

Continued General Deflation in the Union

Traders throughout South Africa are endeavouring to work off heavy stocks by continued price reductions, and in many cases at below cost figures. The process of deflation is, however, being effected fairly gradually, and there has not been evidence of very much financial embarrassment. Stocks held by both wholesale and retail merchants are still heavy, but as importations, except for absolute necessities, have been reduced to the lowest point, the position will tend to become easier in the near future.

The following comments will give Canadian manufacturers some idea of the present position of the market in the lines mentioned:—

Agricultural Implements.—Business is very quiet, although prices remain firm. Orders placed as far back as the end of 1919 have recently arrived, and stocks on hand are exceedingly heavy in certain lines.

Mining Material.—The recent election and various strike troubles have combined to render the market for mining supplies very inactive. Conditions will, however, become more settled within a few weeks, and in view of the fact that arrears of work have accumulated in certain mines a return of buying may be looked for.

Hardware.—Little progress is being made. Heavy stocks are still on hand, and price reductions are in evidence in several lines.

Boots and Shoes.—The demand continues slow, although prices have been largely reduced throughout the territory. Importations cannot be looked for for some time to come.

Automobiles.—The condition of affairs amongst the motor trade is quite serious, and it is doubtful whether a recovery can be made for some months. Small shipments continue to arrive and many dealers are considerably embarrassed.

Timber.—The condition of the market in regard to timber is less serious than with other import lines. Fair stocks are on hand, but small shipments are still being purchased. Inquiries have recently gone forward to two or three of the larger Canadian lumber houses.

Exchange

The effect of the recent rise in the Canadian rate on London to \$4.50 to the pound sterling has been to stimulate certain South African importers to send small orders forward. The rise in Canadian exchange rates was recently drawn to the attention of all the larger importing houses, and agents for Canadian products, who expressed a whole-hearted desire to trade with Canadian exporters in place of foreign houses whenever possible.

Extending the Market

During the year 1920 a remarkable growth occurred in the variety of Canadian products imported into South Africa and in their more extended use. During 1921 special efforts will be made to extend Canadian trade throughout the adjoining British and Portuguese territories.

Currency in British East Africa

The Legislative Council of British East Africa has adopted the majority report of the Currency Committee in favour of the abolition of the rupee, the adoption of sterling currency, and the redemption of rupees with florin notes, by which a settlement of the fiscal crisis is expected. This decision should materially aid Canadian exporters in quoting for shipments and developing trade with this territory. The Cape Town office will be glad to forward a list of importers in British East Africa to interested Canadian houses.

IMPORTATION OF SOLID TIRES PROHIBITED INTO NIGERIA

The Nigerian authorities have prohibited the importation of motor vehicles fitted with wheels adapted for solid tires, and of solid and pneumatic double tires for motor vehicles. The prohibition takes effect from August 1 next, and is in pursuance of recent road-protecting regulations. Single pneumatic tires alone are permitted.

INCREASE IN IMPORT DUTIES IN MESOPOTAMIA

A cablegram from Bagdad, under date of April 6, 1921, published in the *United States Commerce Reports*, announces that the duty on goods entering Mesopotamia has been raised to 15 per cent ad valorem. Under the capitulations, the rate levied has been 11 per cent ad valorem with few exceptions.

CZECHO-SLOVAK COMPETITION IN FRANCE

The projected raising of the French customs duties on hardware and metal goods imported from countries where exchange has depreciated by more than half should not only benefit French manufacturers, but also provide a better opportunity for British goods to compete in the market, says the *British Export Gazette*. The proposal is aimed especially at Czecho-Slovakia, from which agricultural machinery, machine tools, lamps and other household hardware, nails, screws, hinges, locks, wire, horse-shoes, etc., have recently been pouring into France at rates little more than half those of French goods. Above everything else, the situation shows how urgent is the need for an international scheme which will rectify currency anomalies.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING APRIL 20, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending April 20; those for the week ending April 13 are also given for the sake of comparison:—

		Parity.	Week ending April 13, 1921.	Week ending April 20, 1921.
Britain.. . . .	f	1.00	\$4.86	\$4.4013
France.. . . .	Fr.	1.	.193	.0801
Italy.. . . .	Lira	1.	.193	.0535
Holland.. . . .	Florin	1.	.402	.3915
Belgium.. . . .	Fr.	1.	.193	.0832
Spain.. . . .	Pes.	1.	.193	.1577
Portugal.. . . .	Esc.	1.	1.08	.1011
Switzerland.. . . .	Fr.	1.	.193	.1958
Germany.. . . .	Mk.	1.	.238	.0181
Greece.. . . .	Dr.	1.	.193	.0816
Norway.. . . .	Kr.	1.	.268	.1819
Sweden.. . . .	Kr.	1.	.268	.2678
Denmark.. . . .	Kr.	1.	.268	.2056
Japan.. . . .	Yen	1.	.498	.5424
India.. . . .	R.	1.	2s.	.2966
United States.. . . .	\$	1.	\$1.00	1.1300
Argentina.. . . .	Pes.	1.	.965	.8390
Brazil.. . . .	Mil.	1.	.4850	.1525
Roumania.. . . .	Lei	1.	.193	.0192
Jamaica.. . . .	f	1.	4.86	4.4409
Shanghai, China.. . . .	Tael	1.	.631	.7571
Batavia, Java... ..	Guilder	1.	.402	.3743
Singapore, Straits Settlements.. . . .	\$	1.	.49	.5169
Barbados.. . . .	\$	1.	1.	.91 $\frac{1}{16}$ -.94 $\frac{5}{16}$
British Guiana.. . . .	\$	1.	1.	.91 $\frac{1}{16}$ -.94 $\frac{5}{16}$
Trinidad.. . . .	\$	1.	1.	.91 $\frac{1}{16}$ -.94 $\frac{5}{16}$
Dominica.. . . .	\$	1.	1.	.91 $\frac{1}{16}$ -.94 $\frac{5}{16}$
Grenada.. . . .	\$	1.	1.	.91 $\frac{1}{16}$ -.94 $\frac{5}{16}$
St. Kitts.. . . .	\$	1.	1.	.91 $\frac{1}{16}$ -.94 $\frac{5}{16}$
St. Lucia.. . . .	\$	1.	1.	.91 $\frac{1}{16}$ -.94 $\frac{5}{16}$
St. Vincent.. . . .	\$	1.	1.	.91 $\frac{1}{16}$ -.94 $\frac{5}{16}$
Tobago.. . . .	\$	1.	1.	.91 $\frac{1}{16}$ -.94 $\frac{5}{16}$

TEMPORARY INCREASE IN CERTAIN BELGIAN "COEFFICIENTS"

In addition to the proposed increased Belgian import duties [see *Weekly Bulletin* No. 896, page 567] which became effective on April 11, the following coefficients for increasing duties will, according to a cablegram published in the *United States Commerce Reports*, be in effect from April 11 until June 15, 1921: Beer, coefficient, 3; cabinet and construction woods, coefficients, 2 to 5; candles, coefficient, 3-5; cocoa, coefficient, 3; roasted coffee, coefficient, 3; fruit preserves, coefficient, 3; spices and vanilla, coefficient, 3; cotton, woollen, linen, and silk yarns, coefficient, 3; bananas, coefficient, 3; oranges, coefficient, 2; dried apples, coefficient, 4; oats, coefficient, 2; malt, coefficient, 6; macaroni, coefficient, 2; cotton and woollen hosiery, coefficient, 3; transmission belting, coefficient, 4; machinery, coefficient, 6; pig-iron, coefficient, 2; iron and steel bars and sheets, coefficient, 3; cast steel, coefficient, 2; wire and wire rods, coefficient, 3; brass, coefficient, 6; lead, coefficient, 4; wallpaper, coefficient, 5; newsprint paper, coefficient, 2; cardboard, coefficient, 3; paper specialties, coefficient, 5; patent and varnished leather, coefficient, 4; hides, simply prepared, coefficient, 5; preserved fish, molluscs and crustaceans, coefficient, 2; caviar, coefficient, 5; liquefied carbonic acid, coefficient, 5; acetic and sulphuric ether, coefficient, 5; lithographs and prints, coefficient, 4; bottles and demijohns, coefficient, 3-5; vinegar and acetic acid, coefficient, 2; and wines, coefficient, 3.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

2948. **Business in Russia.**—The London manager of a Russian firm of import and export merchants is desirous of entering into business relations with similar concerns in Canada.

2949. **Oxen.**—A Swiss firm who are endeavouring to secure about 1,200 Canadian oxen for shipment via Antwerp ask for names of exporters.

2950. **Cattle.**—A Liverpool firm are in the market for 1,000 to 1,500 head of cattle. Buyer now in Canada asks to be placed in touch with exporters.

2951. **Butter.**—A Newcastle firm ask for offers of the above in two or three-ton lots.

2952. **Butter.**—A Hull firm handling from 20 to 30 tons of butter weekly ask for offers from Canadian sources.

Food Products

2953. **Condensed and evaporated milk, tinned fruits and jams.**—Old-established firm with extensive connection in the United Kingdom and other overseas markets are desirous of hearing from first-class firms in a position to export the above goods, and appointing them as export agents. Payments would be net cash against documents, Montreal.

2954. **Foodstuffs for Germany.**—A Canadian, formerly resident in Toronto, is opening offices in Berlin, Germany, as a manufacturers' agent, and desires to receive communications from Canadian firms who are in a position to export pure leaf lard and general packers' products; also apples and other Canadian produce.

2955. **Wheat.**—One of the most important and largest British import houses, which has been operating in Japan for many years, desire to receive samples of Canadian wheat. This firm imported Canadian wheat some years ago, and are interested in obtaining both soft and hard qualities. Prices and full information should be sent with samples.

2956. **Codfish, potatoes.**—A firm of bankers, agents, and importers in Cuba desire to receive quotations for dried and salted codfish and potatoes. A sample should accompany quotations. References given.

2957. **Vegetable seeds.**—An inquiry has been received from Japan on behalf of a British firm for 50 tons of vegetable seeds of all kinds, preferably of Canadian or Dutch origin. Quotations are desired c.i.f. Yokohama, and full particulars in regard to terms and date of delivery must be provided, together with samples, in first letter.

2958. Staves, headings, and hoops.—A South African commission agent in a special position to secure business from brewers and distillers throughout the Union desires to negotiate with a Canadian house open to export staves, headings, and hoops for wine and beer casks. These must be prime quality, flat-bucked (quarter sawn and planed to thickness), white oak, hogshead staves. Special sizes required by beer trade is 38 inches by 5 inches by 1½ inch and for wine trade 44 inches by 4 inches by 1½ inch. Sample stave and prices f.o.b. Canadian ports required immediately.

2959. Products for France.—A French subject at present attached to the French commission in New York, and shortly returning to France, desires to represent Canadian manufacturers and producers for that country and Europe in general. The following is a list of the goods which he is prepared to handle: flax, cereals, asbestos, minerals, farm products (butter, eggs, cheese); manufactured products such as agricultural machinery, paper pulp; food products, salted and preserved meats and vegetables; boots and shoes, leather. References.

2960. Wood flour.—A New York firm desire to get into communication with Canadian manufacturers of wood flour for use in the manufacture of linoleum. The flour must be pure white and sufficiently fine to pass through an 18-mesh sieve. It must be packed in bags, and about 100 tons per month is required, commencing in May.

2961. Brewery supplies.—A well-established firm in Trinidad desire to receive quotations for general brewery supplies, with particular reference to malt and hops. Prices should be quoted c.i.f. Port of Spain, and particulars given of terms of business.

2962. Box shooks.—A well-established brewing company in Trinidad desire to receive quotations for box shooks suitable for manufacturing the usual size of case to hold seven dozen pint bottles. Prices should be quoted c.i.f. Port of Spain, Trinidad, and particulars given of usual terms of business.

Miscellaneous Inquiries for Japan

Mr. A. E. Bryan, Trade Commissioner in Yokohama, Japan, has transmitted the following trade inquiries from that country:—

2963. Wood-pulp.—An important organization in Southern Japan wish to be put in touch with Canadian mills interested in the export of sulphite pulp to Japan. Samples and prices are requested at once.

2964. Wood-pulp.—An old-established British firm in Kobe wish to receive samples and prices of Canadian bleached pulp. They are of the opinion that they could submit good business, providing that prices and quality of pulp are satisfactory.

2965. Pulp and paper.—An American firm which has been doing business in Japan for several years in Osaka and Kobe are interested in Canadian pulp and paper for future business, and would be glad to receive samples and prices from Canadian mills. They state that business is a little slack at the present time, but if samples and prices were to be had they would be able to jump in and get business at the opportune moment.

2966. Paper.—An import and export concern with branches in all the important cities in Japan are anxious to get in touch with Canadian manufacturers of high-class writing paper, bonds, ledger papers, etc. Samples and full particulars should be sent at once.

2967. Wood-pulp.—A Japanese concern of good standing would like to receive samples and prices of Canadian bleached and unbleached pulp. They intimate that they are in a position to get good business, and would like to get in touch with some Canadian mill who could make good deliveries and who would be willing to form a permanent connection.

2968. **Pulp and paper.**—A big import house of Dutch origin are in the market for Canadian papers and bleached and unbleached pulp. Samples, prices, and full information are requested by correspondence.

2969. **Pulp and paper.**—A Danish import house doing business in Japan, as well as having their own offices in other countries, can handle to advantage Canadian pulp and paper of all kinds. Samples and prices are requested.

2970. **Aeroplane accessories.**—A British import house doing business with the Japanese Admiralty are in the market for all kinds of aeroplane accessories, particularly aeroplane wire, aeroplane dope, varnish, etc. Samples and prices should be sent direct to the firm in question.

2971. **Aeroplane supplies.**—A British import house located in Kobe can handle to advantage all materials and accessories used in the manufacture of aeroplanes. Samples, prices, etc., are requested.

2972. **Dyestuffs.**—A Danish concern located in Kobe, but having offices all over the world, are in the market for any dyestuffs which Canada is in a position to compete both in quality and price with those from other countries.

2973. **Sole leather.**—An old-established British house would be glad to receive samples and prices of Canadian-made sole leather, oak tanned. Although the market is dull at the present time, yet this firm are anxious to be in a position to submit samples and prices when buying commences.

2974. **Asbestos.**—An old-established concern located in Kobe have good connections for the market of asbestos, having already done considerable business in the Canadian product. Hitherto they have been dealing through New York brokers, but they are now anxious to purchase direct from the Canadian mines, and would be glad to receive samples and prices from bona fide Canadian firms in a position to make prompt shipments.

2975. **Asbestos.**—A big Japanese import house located in Kobe are in the market for Canadian asbestos fibre. Samples and prices are requested.

2976. **Pitch.**—A British house in Kobe are in the market for ship pitch, and would be glad to receive correspondence quoting prices from Canadian manufacturers.

2977. **Plate-glass.**—An important British concern in Yokohama would be glad to purchase, if manufactured in Canada, plate-glass. This glass is desired for light-house purposes, and should be 2 inches thick and a metre square. Although the exact size does not matter so much, the colour is important and should be as light as possible. Samples and prices are requested.

2978. **Machine tools.**—An import house located in Kobe, Japan, and having intimate connections with all the large shipyards and hardware houses of Japan, would be glad to receive catalogues and prices of Canadian machine tools of various kinds.

2979. **Machinery.**—An old-established import and export firm in Kobe are in the market for all kinds of heavy machinery, such as woodworking and steel-working machinery. Catalogues and price lists are requested.

2980. **Files.**—A foreign concern located in Kobe, but having its offices in the United States and in Japan, are interested in Canadian manufactured goods, and would like to receive samples and prices of Canadian-made files. In this line they are not already tied up with any manufacturer and are open to consider connections. Correspondence is solicited.

2981. **Nails.**—An important British concern in Yokohama are in the market for wire nails of various sizes. Such nails should be countersunk, with checkered heads. Prices are requested immediately from Canadian manufacturers.

2982. **Black sheets.**—A British import house have received inquiries of late from Japanese buyers of black sheets—B.W.G. 33 feet 3 inches by 6 inches, 13 sheets to a hundredweight of 112 pounds. Manufacturers interested are invited to send present prices immediately.

2983. **Mechanical device for cleaning boiler tubes.**—An importer located in Kobe is desirous of receiving catalogues and price-lists of some mechanical devices for cleaning the scale from the inside of boiler tubes. He states there is good business to be had for any firm that can produce some mechanical means for doing this work, and he is very anxious if possible to do business with Canadian firms. Catalogues and price lists should be submitted at once.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Montreal

TO LIVERPOOL.—*Canadian Raider*, Canadian Government Merchant Marine, Ltd., about May 4; *Minnedosa*, Canadian Pacific Ocean Services, Ltd., about May 6; *Canada*, White Star-Dominion Line, about May 7; *Metagama*, Canadian Pacific Ocean Services, Ltd., about May 10; *Vedic*, White Star-Dominion Line, about May 14; *Victorian*, Canadian Pacific Ocean Services, Ltd., about May 20; *Megantic*, White Star-Dominion Line, about May 21; *Melita*, Canadian Pacific Ocean Services, Ltd., about May 28.

TO LONDON.—*Vasconia*, Cunard Line, about May 3; *Bosworth*, Canadian Pacific Ocean Services, Ltd., about May 6; *Venusia*, Cunard Line, about May 10; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about May 11; *Tamaqua*, Canadian Pacific Ocean Services, Ltd., about May 14; a steamer, Canadian Pacific Ocean Services, Ltd., about May 21; *Vennonia*, Cunard Line, about May 21.

TO GLASGOW.—*Cabotia*, Anchor-Donaldson Line, about May 1; *Cassandra*, Anchor-Donaldson Line, about May 6; *Pretorian*, Canadian Pacific Ocean Services, Ltd., about May 7; *Canadian Otter*, Canadian Government Merchant Marine, Ltd., about May 21; *Tunisian*, Canadian Pacific Ocean Services, Ltd., about May 26; *Saturnia*, Anchor-Donaldson Line, about May 27.

TO AVONMOUTH DOCK.—*Canadian Commander*, Canadian Government Merchant Marine, Ltd., about May 4; *Bothwell*, Canadian Pacific Ocean Services, Ltd., about May 15; *Cornishman*, White Star-Dominion Line, about May 15.

TO CARDIFF AND SWANSEA.—*Canadian Trooper*, Canadian Government Merchant Marine, Ltd., about May 14.

TO MANCHESTER.—*Manchester Port*, Manchester Liners, about May 12; *Manchester Exchange*, Manchester Liners, about May 26.

TO HULL.—*Tamaqua*, Furness Line, about May 14.

TO LEITH AND NEWCASTLE-ON-TYNE.—*Cairnross*, Cairns-Thompson Line, about May 8; *Cairnmona*, Cairns-Thompson Line, about May 15; *Cairngowan*, Cairns-Thompson Line, about May 22.

TO NORWEGIAN PORTS.—*Drammensfjord*, Norwegian-American Line (Canadian Pacific Railway Agents), about June 25.

TO BELFAST AND LONDONDERRY.—*Melmore Head*, Head Line, about May 25.

TO DUBLIN AND CORK.—*Melmore Head*, Head Line, about May 25.

TO SOUTHAMPTON AND ANTWERP.—*Scandinavian*, Canadian Pacific Ocean Services, Ltd., about May 13; *Sicilian*, Canadian Pacific Ocean Services, Ltd., about May 21; *Corsican*, Canadian Pacific Ocean Services, Ltd., about May 27.

TO ROTTERDAM.—*Dunaff Head*, Head Line, about May 25.

TO HAMBURG.—*Dunaff Head*, Head Line, about May 25.

TO HAVRE.—*Georgie*, Fracanda Line, about May 25.

TO BORDEAUX.—*Georgie*, Fracanda Line, about May 25.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO SOUTH AFRICA (Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay).—*Kaduna*, Elder-Dempster Line, about May 6.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Kia Ora*, New Zealand Shipping Co., about May 14; *Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about May 28.

TO MONTEVIDEO, BUENOS AIRES AND ROSARIO.—*Hesperus*, Houston Line, about May 25.

TO RIO DE JANEIRO, SANTOS (Brazil), MONTEVIDEO AND BUENOS AIRES.—*Canadian Seigneur*, Canadian Government Merchant Marine, Ltd., about May 28.

TO BARBADOS, TRINIDAD AND DEMERARA.—*Canadian Trader*, Canadian Government Merchant Marine, Ltd., about May 7; *Canadian Farmer*, Canadian Government Merchant Marine, Ltd., about May 18.

TO NASSAU (Bahamas), KINGSTON, JAMAICA, and BELIZE, British Honduras.—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about May 3.

TO HAVANA, Cuba.—*Canadian Miner*, Canadian Government Merchant Marine, Ltd., about May 19.

TO ST. JOHN'S (Newfoundland).—*Manola*, Canada Steamship Line, about April 26; *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about May 6.

TO INDIA AND FAR EASTERN PORTS.—*Borderer*, Ellerman Bucknalls Line, about May 10; *Canadian Leader*, Canadian Government Merchant Marine, Ltd., about May 11.

From Quebec

TO LIVERPOOL.—*Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about May 11; *Empress of France*, Canadian Pacific Ocean Services, Ltd., about May 24.

From Halifax

TO BRITISH WEST INDIES.—*Caraquet*, Royal Mail Steam Packet Company, about April 29.

TO LIVERPOOL.—*Haverford*, White Star-Dominion Line, about April 25.

TO MANCHESTER.—*Manchester Shipper*, Manchester Line, about May 1.

TO PLYMOUTH, CHERBOURG, AND HAMBURG.—*Saxonia*, Anchor-Donaldson Line, about April 28.

TO ST. JOHN'S (Nfld.).—*Sable I.*, Farquhar & Co., about May 4; *Rosalind*, Red Cross Line, about May 19.

From Vancouver, B.C.

TO LIVERPOOL, LONDON, HULL, ROTTERDAM, AMSTERDAM, ANTWERP, HAMBURG, AND HAVRE.—*Eemdijk*, Holland-America and Royal Mail Lines, loading in April.

TO SYDNEY AND MELBOURNE.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 15.

TO SINGAPORE AND CALCUTTA.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about May 10.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Centurion*, Harrison Direct Line, about May 22.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUSTRALIA AND NEW ZEALAND.—*Niagara*, Canadian-Australasian Royal Mail Line, about May 7.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, C.P.O.S. Line, about April 28; *Empress of Russia*, C.P.O.S. Line, about May 26.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, Canadian Pacific Ocean Services, Ltd., about May 10.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E. C. 2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion, London.*

United States.

John A. Cooper, Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile: Valparaiso, British Consul General.	Peru: Lima, British Vice-Consul.
Colombia: Bogota, British Consul General.	Portugal: Lisbon, British Consul.
Ecuador: Quito, British Consul General. Guayaquil, British Consul.	Spain: Barcelona, British Consul General. Madrid, British Consul.
Egypt: Alexandria, British Consul General.	Sweden: Stockholm, British Consul.
India: Calcutta, Director General of Commercial Intelligence.	Switzerland: Geneva, British Consul.
Mexico: Mexico, British Consul General.	Uruguay: Monte Video, British Vice-Consul.
Panama: Colon, British Consul. Panama, British Vice-Consul.	Venezuela: Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

- The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.
The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.
The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.
-

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Mr. A. F. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

**Indian Markets: Asbestos, Roofing, Chemicals,
Optical Goods, Cement, etc.**

Canadian Trade Opportunities in Yugoslavia

British Market for Skewers, Pitwood and Cattle

Openings in Jamaica for Railway Materials

Depressed Trading Conditions in Australia

Exchange Rate for Customs Duty in Australia

Policy of Australia in Marine Ownership

Text of the Preferential Tariff of Trinidad

Increases in the Customs Tariff of Belgium

Trade Inquiries for Canadian Products

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921



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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, May 2, 1921

No. 900

INDIA AND THE MIDDLE EAST AS A MARKET FOR MISCELLANEOUS PRODUCTS

H. R. POUSSETTE, DIRECTOR, COMMERCIAL INTELLIGENCE SERVICE

[This is the ninth of the series of articles on the Markets of India and the Middle East. The following are the articles which have been already published with the numbers of the Bulletin in which they appeared: Provisions (No. 892); Wood and Timber and Paper (No. 893); Agricultural Machinery (No. 894); Iron and Steel Products (No. 895); Machinery and Parts and Mill Stores (No. 896); Electrical Machinery and Automobiles (No. 897); Hardware and Paints (No. 898); and Leather, Boots and Shoes, and Wearing Apparel (No. 899).]

[It should be noted that the nominal value of the rupee is now 2 shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. to 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000 rupees, and is written 1,00,000; a crore equals 100 lacs. In India the rupee is divided into 16 annas, and the annas are further subdivided into 4 pice and 12 pies. In Ceylon the rupee is divided decimally. One rupee is equivalent to \$0.324 at par of exchange. The pice is equivalent to \$0.0048 Canadian currency, at par of exchange. The pie is equivalent to \$0.0016. One anna, which equals 12 pies or 4 pices, is valued at par of exchange \$0.02.]

ASBESTOS

The imports of asbestos into India, as shown by the statistics, were valued in 1919-20 at Rs. 3,06,570, practically the whole of which were for manufactured articles. Asbestos is used in India for insulation purposes, for packing, and also in the form of boards and sheets for building.

One firm stated in the course of an interview that they were importing asbestos millboards in sizes of 40 inches by 40 inches, and from $\frac{1}{16}$ inch to $\frac{1}{2}$ inch in thickness, the greatest demand being for sheets of $\frac{1}{16}$ inch to $\frac{1}{4}$ inch. Asbestos is also imported in the form of metallic surface sheets with and without brass wire insertion. Another firm mentioned that before the war they had been handling corrugated asbestos sheets from Canada, but had lost the trade during the war and were most anxious to regain it. The flat sheets are used in India for partition walls and for ceilings, and the corrugated sheets for roofing. One disadvantage in regard to the shipping of asbestos sheet is the very high percentage of breakages incurred in transport, which has a considerable effect on the price. If these could be reduced it would have a very beneficial effect on the trade, as this material is most suitable for certain classes of buildings. The United Kingdom holds the greater share of the trade in asbestos, not only in packing but also in plain corrugated sheets. This is probably owing to the aggressive representation which one of the big manufacturers has in India. Asbestos sheets are also imported from Holland, Belgium, and Australia. The Belgian product is well spoken of, one point in its favour being that it gives a very clean sewing edge.

Packing and jointing is sold in various forms such as sheets, ropes, yarns, floss, etc., and also in tapes, and in sheets with rubber cord. The imports of engine and boiler packing of all kinds into India, including asbestos, reached in fiscal year 1919-20 a value of Rs. 10 lacs, and for the first two months (April and May) of 1920-21 Rs. 63,000. A well-known Canadian packing is sold in this market, which gives every satisfaction.

In view of the fact that Canada produces a very large percentage of the world's supply of asbestos, one would think that it should be a simple matter for her to hold the lion's share of the trade in such a market as India.

ROOFING

In seeking information in regard to the employment of prepared roofing in India the writer was met with a variety of opinions, but the conclusion was reached that there is a fair sale for this article. It is not separately entered in the statistics, consequently it is impossible to estimate the quantity used, but judging from the statements of importers, two or three makes—one in particular—appeared to have worked up a very satisfactory business. One large firm stated that they were importing their roofing from Canada. Although this roofing is affected somewhat by the climate, it seems nevertheless to stand up fairly well. It is not only used on large office buildings, stations, etc., but also for covering railway carriages. According to a report made some years ago by the American consul at Bombay, United States roofing has been used to cover the Talla water tank in Calcutta, which holds the city's water supply, and is said to be the largest of its kind in the world. The American firm who appear to supply most of the roofing maintain their own staff of erectors, and no doubt such a policy assists very much in its sale. Practically the whole of the demand for roofing, except such supplies as may come in from Canada, is met from the United States.

EXPLOSIVES

There is a good demand in India for cartridges, which are entirely supplied by the United Kingdom and the United States. Ammunition from the latter country, both for rifles and guns, has come into favour within the last few years. This is a business which Canadian manufacturers might well consider. The same remark applies to explosives for blasting purposes.

FIREARMS

The imports of firearms of various kinds, such as guns, revolvers, rifles, etc., were valued in 1919-20 at over Rs. 12 crores. At one time a Canadian rifle was sold in India, and every importer who has handled it spoke of it in the highest terms as being one of the finest sold on the market. One man in praising it referred to almost a record number of panthers which had been killed with an equal number of cartridges; this he put down to the hard-hitting powers of the rifle, as apart of course from the fine shooting of the hunter. In view of the reputation which this rifle has obtained in India, it is a pity that it appears to have been withdrawn from sale.

GLASS

The total imports of glassware into India are large and were valued in 1919-20 at Rs. 2 crores. Japan has fairly established herself in this trade, and for the last three years has been able to capture about three-fifths of the imports. In the first two months (April and May) of 1920-21 Japan showed that she is still holding her own, in spite of all the adverse criticism levelled against her manufacturers.

Glassware is manufactured in India to a considerable extent, although it is not one of the old industries of the country. The manufacture of glassware in India has gone through many vicissitudes and difficulties. The early attempts which were made some thirty or forty years ago generally met with failure. The tendency at that time was towards Japanese methods of manufacture. Men were brought from Japan to manage the factories, and as was natural these workers introduced their own pattern of furnace, which seems to have proved uneconomical. One of the difficulties in regard to the manufacture of glass in India is the need for skilled labour, and while this probably will only be obtained slowly, with time and experience the local

industry should expand. At present the glass which has been turned out in India is of a soft soda variety, the use of which is confined to a comparatively small range of articles.

Enormous quantities of mineral water bottles are made in India, the demand being for what is known as Cod's pattern, which apparently is used throughout the country. There is also a very good demand for pharmacy bottles, which are purchased in the United Kingdom. Belgium, well known as a large producer of glass, is meeting with success in re-establishing herself in this market.

POLISHES, BRASS AND LEATHER

The imports into India of all kinds in 1919-20 were valued at over Rs. 21 lacs, and for the first two months (April and May) of the fiscal year 1920-21 these reached a total of about Rs. 6½ lacs. Polishes have now been separated in the statistics into leather and metal, of which in April and May, 1920, leather amounted to Rs. 5 lacs, and metal to Rs. 1,34,000. In addition wood polish to a value of Rs. 9,000 was brought in. Polishes are largely imported from the United Kingdom, although American leather polishers are to be seen everywhere, and one Australian make has established itself strongly on the market.

PLAYING CARDS

There is quite a good market in India for playing cards, but to supply the bazaar demand they must be cheap.

SILVER AND ELECTRO-PLATEDWARE

Under the heading of plate of gold and silver, the imports into India were valued at Rs. 6,36,163 for 1919-20, but just how much of that would come under silver, it is impossible to say. Under electro-platedware, the imports for that year are shown as valued at Rs. 5,43,000, and for the first two months of 1920-21 at Rs. 1,16,000. Silverware and electro-platedware are imported from the United Kingdom and from the United States. According to dealers there is a good demand for tea sets, spoons, forks, flatware, etc. The British make appears to be the most popular, as although it is admitted that the American designs are artistic and attractive, it is claimed that the former wear very much better owing to the fact that the silver is applied to a hard metal as against a softer kind in the case of the latter. Whatever may be said about the product of American manufacturers, they appear to have established themselves fairly strongly within the last two or three years, no doubt owing to the exigencies of the war and to the fact that they make a really artistic article. Apparently in addition to the articles already mentioned, the United States have also established a market for silver chain bags, cigarette cases, etc. The demand in India is chiefly for what might be called everyday silver goods of plain design.

ROLLED GOLD JEWELLERY

Canadian rolled gold jewellery has been imported into this market, and according to those who have handled it, has proved very satisfactory. The only complaint was that sufficient quantities of it were not forthcoming. The demand appears to be for watch chains, neck chains, and cuff links, but not for studs. Watch chains for Burma should be made with a hook, according to information given in Rangoon, but in other parts of India the bar is preferred.

The statistics for rolled gold or imitation jewellery are not given separately, but according to importers there is an enormous market for it. Formerly this trade was entirely in German hands, and no doubt German manufacturers will again attempt to control it. Canadian manufacturers should therefore lose no time in firmly establishing themselves, which they should be very well able to do. One large importer urged that the market should be studied and canvassed by Canadian manufacturers, thus following the example of several large United States firms.

FLY-PAPER

Although fly-paper is rarely seen in India, according to dealers there is quite a fair market for tanglefoot. Advertising would probably materially influence its sale.

PROPRIETARY AND PATENT MEDICINES

There is a very big sale in India for proprietary and patent medicines, not only for imported goods but also for those made in the country. In fiscal year 1919-20, proprietary and patent medicines were imported to a value of over Rs. 30 lacs, and for the first two months (April and May) of 1920-21 to about Rs. 6 lacs. Practically all of the European chemists put up their own preparations, in addition to which there are immense quantities made by Indian chemists. Apparently the Indian has a good deal of faith in the properties of patent medicines, and as far as the poorer classes are concerned they would buy those compounded by their own countrymen, but the better class patronize the imported preparations.

While a fair number of American brands are sold, the English marks are firmly established. One large importing house stated that they had been trying for a considerable time to introduce a certain American line, but that the market would have absolutely nothing to do with it. The bazaar dealers in these things are extremely conservative, and it is very hard to persuade them to handle a mark with which they are not familiar.

TOILET REQUISITES

The imports of toilet requisites into India are considerable, and were valued in 1919-20 at over Rs. 40 lacs, which is a considerable increase over the previous year. The imports for April and May of 1920-21 were valued at Rs. 11 lacs, and accordingly show no sign of a falling off. These toilet requisites are largely British and American, and consist of face creams, tooth pastes, lotions for the skin and hair, etc. The average Indian has a weakness for hair lotions, so that the sale of these is large.

MATCHES

The imports of matches are large, amounting to over Rs. 2 crores in value. As might be expected, Japanese imports figure very largely—in fact the bulk of the trade is in their hands, although the quality of the goods, as far as can be judged, is miserable. But Japanese matches are cheap, and suited to the bazaar trade, in which price is the prime consideration.

OPTICAL GOODS

The imports of optical goods into India for 1919-20 were valued at Rs. 7½ lacs, an increase over the two previous years. In view of the large numbers who wear spectacles and glasses, it is surprising that the imports are not larger. For the two months of April and May of 1920-21 the value was Rs. 2 lacs. Statistics do not show the countries of origin of these goods, but judging from information furnished by importers, the lenses are imported from the United States, the United Kingdom, and France, with perhaps the bulk coming from the first-named. The general opinion among dealers was that France produces the best lenses in the world, and that at a cheaper price than the American article. However that may be, the United States, as has been stated, is the chief source of supply. Canadian optical goods are known in this market, and although not widely, those who have handled them appeared to have been perfectly satisfied with their quality. There is little doubt that if our manufacturers would make an effort they could compete effectively, and it is to be hoped that they will endeavour to do so in the near future.

The business in optical goods is chiefly done by commercial travellers who make periodical trips to India, and from thence continue on through other parts of the Middle East. It is very probable, having in mind the large number of Indians who wear glasses, that the business will become one of considerable importance as the

country increases in wealth. By optical goods is included not only lenses but frames of all kinds, and more especially those of rolled gold. Before the war Germany practically controlled the market in rolled gold frames, and without doubt her manufacturers will shortly be making an attempt to regain their old position. However, considering the present state of that country, it will no doubt be a considerable time before competition from that source will be severely felt.

In addition to the ordinary eyeglasses and spectacles, there is a good demand for coloured glasses of various kinds, used to protect the eyes from the sun and dust. The sun's rays in the cities of India are extremely powerful and, reflected as they are from the buildings, the protection of glasses to soften the glare, which is especially trying in Calcutta, adds very much to the comfort of the wearers. There is said to be a good deal of ocular trouble amongst the people of India, and cataract is very prevalent, but this is not confined to the Indian, as Europeans also suffer from the same affliction.

CEMENT

India has been manufacturing cement for some years, but it is only since the war that she has been producing an article which will measure, or nearly measure, up to the specification of the British Portland cement makers. There are three large works in the peninsula manufacturing cement—one in Central India, one in the Central Provinces, and the third in Kathiawar, on the west coast a little north of Bombay. It is a little unfortunate for this industry that all three works are located at very considerable distances from the great centres of consumption. For instance, the nearest works to Calcutta are some 600 miles away. The consequence is that it is probably cheaper—or may be with the exchange at its par value—to import cement than to incur the expense of this long rail haulage. The same remarks apply to Bombay and the other principal cities. Time may, however, show that the location of the works are not so disadvantageous as they would appear to be at present.

While it may be claimed that the Indian product is as good as the imported article, this is not borne out by contractors, who affirm that it sets too quickly. As Portland cement is affected by atmospheric conditions, and especially by the humidity which is so prevalent in India during the monsoon period, this with the high temperature has a considerable influence upon the quality of the cement, which, needless to say, is inferior. Another reason given for the Indian cement setting too quickly is that it is not sufficiently finely ground.

The imports of Portland cement for the fiscal year 1919-20 were valued at Rs. 78 lacs, and for other kinds of cement at Rs. 14 lacs. These figures show a considerable increase over the two previous years. In 1913-14 the imports were appraised at about £450,000. The bulk of the cement comes from the United Kingdom, and it is very apparent from the trade of 1919-20 that she has easily regained her prewar supremacy, as in 1918-19 the supplies from that source only reached Rs. 14 lacs in value. In the latter year Japan did a considerable trade, shipping to the value of Rs. 17 lacs. However, the following year showed a decrease of nearly 15 per cent in that country's business, and it is more than probable that the decline will be still more marked in the future returns, as Japanese goods do not bear a high reputation. Another foreign cement which is said to give fair satisfaction is made in Hong Kong, but in referring to it contractors stated that, like the Indian, it sets too quickly.

Now that direct steamship connections have been established between Canada and India, and in view of the immense amount of cement which is manufactured in the Dominion, it should be worth while for manufacturers to make an attempt to establish a trade with the peninsula. Owing to the large amount of building in course of construction, and projected, and the rapidly increasing use of ferro-concrete, it is probable that the consumption in the next few years will be large. It is most unlikely that India will be able to supply her own demands for some time, even under the best conditions, and assuming that her cement is absolutely equal to that of the United Kingdom, which, according to those who should know, it is not.

CHEMICALS

The imports of chemicals into India are considerable and reached in 1919-20 a value of Rs. 1,61,00,000. This is a decrease on the two previous years, and is not a great increase over 1914-15, when the shipments to this market were appraised at Rs. 1,02,00,000. India is ambitious to build up a chemical industry. For this purpose coal is an essential, and as the deposits of the country are almost entirely confined to the provinces of Bengal and Bihar, it will be necessary, if this ambition is to be realized, to centre the chemical industry in those two provinces. In connection with the chemical industry, it should be noted that India is developing a certain amount of hydro-electric power, a cheap supply of which is essential for certain operations, in order to bring about chemical changes economically. But it is doubtful whether it will be possible, owing to the peculiar conditions of the country, particularly those pertaining to climate, to produce it at sufficiently low cost to make it a feasible business proposition. These climatic conditions are, that the rainfall in India occurs only at a certain period of the year, and during the remainder the country is practically dry. As a consequence it is necessary to construct enormous dams, if large quantities of electric power are to be developed. Owing to this fact, it seems almost impossible to produce any large volume of very cheap electric power within the country.

ACETIC ACID

Acetic acid is of much importance to India; and since Canada claims to have the largest plant manufacturing this product in the world, its consideration will probably be of interest.

Before reaching India, the writer was informed that very shortly all supplies of acetic acid for the rubber plantations in the Middle East would be obtained from Burma. However, inquiries made in India and in Burma do not corroborate this statement. As one importer put it, he had been hearing about the manufacture of acetic acid in Burma for the last eight or nine years, and he expected to continue to hear about it for the next twenty.

Fairly large quantities of acetic acid are used on the rubber plantations, to mix with the rubber latex in assisting coagulation. It is estimated that one carboy of this acid containing 44 pounds will coagulate 10,000 pounds of rubber. If this be correct, it is possible to compute roughly the annual consumption of acetic acid throughout the Middle East, as the amount of rubber which is produced is included in Government statistics. Rubber planters are very insistent on the necessity for the purity of acetic acid. It should be 99.99 per cent pure, and absolutely free from the very smallest trace of metal. Unless a very cheap source of power can be found for the destructive distillation of wood, which is necessary to produce acetic acid in the crude pyroligneous form, its manufacture in India is not likely to be an economic success. Considering the possibilities of this industry, Canadian manufacturers should be able to feel fairly assured of a useful market for their product throughout the Middle East for a considerable number of years, if not indefinitely, always providing that a cheaper or more satisfactory coagulant is not discovered.

The rubber plantations of India are situated in the southern part of the peninsula, and almost entirely on its western side. It is there that the market for acetic acid is to be found.

The imports of acetic acid in 1913-14 amounted to 42 tons, which had increased in 1919-20 to 1,712 tons, and for the two months ending 31st May, 1920, the figures were 296 cwt. Ceylon also consumes acetic acid in fairly large quantities, the supplies for the year 1919 amounted to 18,160 gallons, which were entirely got from Japan. It was ascertained, however, by the writer, that a good deal of Canadian acetic acid was being imported into Ceylon, but this trade apparently had only begun in 1920. As direct steamship connection has now been established, the Canadian article should be able to compete with the Japanese, particularly as the former is greatly preferred by importers.

NITRIC ACID

The imports of nitric acid into India are comparatively small, and are not likely to increase to any extent, as this chemical is now being made in the country from Chilian sodium nitrate, and still more so from local saltpetre or potassium nitrate. The method of producing nitric acid in India is extremely crude, nevertheless the output will probably be sufficient for local needs.

SULPHURIC ACID

The imports of sulphuric acid into India are not large, amounting in 1919-20 to about Rs. 1 lac in value, or in quantities 4,729 cwt. These figures represent a very considerable increase over the two previous years. Sulphuric acid is made in India by burning Italian sulphur and passing the fumes through a lead chamber. It is also made at the Bengal iron works by burning Japanese sulphur in combination with ammonia which is a by-product from the coke ovens. In addition to this it is also manufactured in the vicinity of the Tata iron works from the zinc concentrates obtained from Burma from the production of spelter. Sufficient quantities of iron pyrites are not available in India for the manufacture of sulphuric acid by the process which is usually followed in other parts of the world. Although India is pretty well able to supply itself with sulphuric acid, there will always probably be a market for the highest quality, as the local article cannot reach higher than a concentration of 1.740 sp. gr., while there is a limited market for a concentration of about 1.840 sp. gr.

HYDROCHLORIC ACID

Another acid which is made in India is hydrochloric acid. She is able to supply all her requirements of this product, as from 5,000 to 10,000 tons per annum are manufactured in the country.

BLEACHING MATERIALS

India being deficient in a cheap supply of chlorine does not appear to be well situated for the manufacture of bleaching powder. But if with the development of electric power in the future, caustic soda should be manufactured, bleaching powder might then be made as a subsidiary industry. As there are no immediate prospects of this condition arising, the imports of bleaching powder are likely to continue to increase for some years, one of the contributory causes being the expansion of cotton manufactures. It is unfortunate that India is not in a position at the present time to supply her own requirements of bleaching powder, as owing to climatic conditions this commodity is inclined to be unstable.

SODIUM CARBONATE

Sodium carbonate is imported into India in large quantities; those for the year ended March 31, 1920, amounting to 23,981 tons, a decrease from the previous two years. For the two months (April and May) of fiscal year 1920-21, the imports amounted to about 1,700 tons. Sodium carbonate is found in fairly large quantities but in rather a crude state in the interior, so that it is questionable whether it would pay to work these deposits to any large extent. Sodium carbonate can be imported in very large quantities from East Africa, and this is now being done by a Calcutta firm of managing agents.

CAUSTIC SODA

The imports of caustic soda into India amounted for the year ending March 31, 1920, to about 5,000 tons—a considerable increase over the previous year, but a decrease as compared with 1917-18. The supplies come almost entirely from the United Kingdom. As already stated, one of the large firms of managing agents in

Calcutta is importing sodium carbonate from East Africa and has now begun the manufacture of caustic soda. Heretofore, the importations of caustic soda have been almost entirely in the hands of one very large British firm, which appears to have been successful in keeping down competition. The local firm referred to, owing to its supplies of sodium carbonate from East Africa, is developing a strong competition, and one that will probably shake the position of its competitor on the Indian markets.

CALCIUM CARBIDE

The importation of calcium carbide into India is of considerable importance to Canada, owing to its extensive manufacture in the Dominion. Canadian carbide is now coming into India, and from inquiries made by the writer it appears that the importations are large.

The demand for calcium carbide in Ceylon is small and is practically confined to engineering establishments in the maintenance of oxy-acetylene welding plants. Not being given in the Customs statistics, it is impossible to say to just what volume the imports have attained, but presumably they were small. With the inauguration of direct steamship service between Eastern Canada and the ports of India, no doubt this will have a beneficial effect upon the trade, and should be of considerable assistance in establishing Canadian calcium carbide on this market, very possibly to the exclusion of the product of other countries.

The imports of calcium carbide into India are not large, and have fallen off considerably since the introduction of electric lighting in motor cars. It is used largely for oxy-acetylene welding, for use in the mines, and also in lamps, which are in large demand for the festivities in connection with Hindu weddings. Dealers say that in the month of May, when weddings are largely celebrated, the demand for calcium carbide jumps up most perceptibly.

The imports before the war amounted to about 1,000 tons per annum and came largely from Germany, Norway, and the United Kingdom. In 1917-18 they amounted to 642 tons, in the following year to 2,141 tons, but for the year ending March 31, 1920, they were only 377 tons. The supplies received for the first two months (April and May) of the fiscal year 1920-21 showed an increase over those received for the whole of 1919-20, amounting to 380 tons. Practically the entire quantity was received during May.

Calcium carbide is not made in India, although strong hopes are entertained for the future. If this aspiration is to be realized, it will be necessary to supply electrical energy at a very much cheaper price than has been the case up to the present. India is well off for raw materials for the manufacture of this product—that is quicklime, and coal or coke, but Indian coal shows rather a high percentage of potash and of phosphorus. The Indian Munitions Board, in their survey of Indian industries, apparently took a hopeful view of the possibilities of the manufacture of this commodity. "Such figures as are available, suggest that there would be a considerable margin of profit on the manufacture of calcium carbide in India, in consequence of which it would probably pay to manufacture not only the carbide required in India, but also other products manufactured from carbide, namely, the impure calcium cyanamide, known commercially as nitrolim, and sodium cyanide." It is thought, however, that the Indian consumption of these materials cannot be sufficient to justify the installation of a plant of sufficiently large capacity to be operated on an economic basis, and consequently a proposal is made that the plant should be designed to produce 6,000 tons of carbide annually. It is suggested that this product might be manufactured either by means of electrical power generated from Mond gas, or from power derived from a hydro-electric system. The cost of manufacture is based on the price of electrical energy at £4 15s. per kilowatt per annum.

DISINFECTANTS

India imported for the year ending March 31, 1920, nearly Rs. 8 lacs worth of disinfectants. As large quantities of tar are produced locally, the manufacture of

disinfectants is a native industry. According to chemists, it is difficult to make a good and cheap tar owing to the inferior quality of Indian coal, and it is therefore probable that India will not be able to become self-contained in the supply of disinfectants. As the application of the science of sanitation is spread in India, and an appreciation of its value becomes more widely diffused, the use of disinfectants will rapidly expand.

ALCOHOL

Considerable quantities of alcohol are manufactured in the State of Hyderabad, from the flowers of the Mahua tree, which are said to afford a very large source of supply. According to Dr. Fowler, professor of Applied Chemistry in the Indian Institute of Science at Bangalore, there are in operation in Hyderabad every variety of fermentation and distillation plants, from small primitive stills of a few gallons' capacity to large ones capable of dealing with 10,000 gallons of mash per day and provided with modern equipment. One distillery is capable of producing large quantities of alcohol, the maximum daily output being 10,000 gallons.

Inquiries were made in 1920 by the India Office in connection with the manufacture of power alcohol from the Mahua flowers, but after investigation the Government of the Central Provinces reported "that not only is the Mahua crop no more than sufficient for local consumption, but that attempts made by Barry & Co. to produce motor spirit, capable of competing with petrol at the present prices, had not proved successful." The question was also considered of exporting Mahua flowers to Europe, but this was not considered feasible owing to the high freight rates and other circumstances. The report referred to above also stated that "a plant capable of turning out 360,000 gallons per annum of 96 per cent alcohol is being installed. Another plant capable of producing annually 100,000 gallons of ether is also being installed in a factory, which is situated in the heart of the Mahua-growing district. Arrangements are being made to produce alcohol for industrial purposes and an admixture with ether for power purposes. . . ." The factory is designed to allow a limited extension, but the size will depend upon the raw material available, and it is estimated that the maximum output possible from flowers obtainable within a practical radius of the works is about three times that at present contemplated, namely, 1,080,000 gallons.

The flowers of the Mahua tree are of waxy whiteness, and contain from 40 to 60 per cent of fermentable sugar. A certain amount of scepticism is expressed in regard to the success of the venture which has just been outlined. It will, however, like so many other Indian ventures, be thoroughly tested out in the next three or four years, as the day of producing commodities without regard to cost is past, at least for the present.

TARIFF ON ADVERTISING MATTER, NEW ZEALAND

Mr. W. A. Beddoe, Canadian Government Commissioner, New Zealand, writes as follows regarding tariff on advertising matter and method for prepayment of duty:—

"1. Catalogues or price lists of firms having no established business in New Zealand are not dutiable.

"2. Upon hand bills, circulars and similar sorts of printed advertising matter there is a duty of 3½ pence a pound. Canada, in this case, enjoys a preference, making the duty upon Canadian goods 3 pence per pound.

"A suggestion is made to me," Mr. Beddoe writes, "by the Collector of Customs, that it might be advisable to send circulars, etc., liable to duty, in bulk, but separately addressed, together with the amount of duty payable to the Customs Department, and sent in my care, in which case the duty would be immediately handed over and the parcel broken and distributed accordingly."

BELGIAN COMMERCIAL AND INDUSTRIAL NOTES

TRADE COMMISSIONER A. STUART BLEAKNEY

Industrial Situation

Brussels, April 11, 1921.—In the iron and steel trade, there is noticeable a slight tendency towards stabilization. There is a general feeling that a limit has been reached or almost reached in the matter of price concessions; certain activity is apparent in steel plates; and a considerable number of inquiries have been received for cast iron. An improvement is also noticed in the steel construction section. In rails and bars, orders from England have helped to stimulate a more optimistic outlook. There are at present in Belgium 25 blast furnaces in operation, while in 1914 there were 49 active. The production of pig iron is still only half of that of 1913; this is also true of crude and finished steel. It is generally felt that many outstanding requirements exist in the different trades, and that orders are being held up merely owing to the uncertainty of prices. It is said that huge quantities of steel beams are required for destroyed sections of the country, and it is anticipated that orders will shortly be placed for these. Several large Government tenders in steel construction have given encouragement to industrials, and further Government orders are looked for.

The Cockerill Works, in company with other large metal works, have recently informed their employees that after April 4 salaries and wages will be reduced by 5 per cent. While this announcement has been met with the usual resistance, it indicates that a practical effort is being made to meet the situation.

In textiles, while business is still very slack, and orders are not sufficient to keep the mills in operation, yet the situation is slightly improved.

The window glass trade is in a very critical position, sales being as low as 10 per cent of production. Many factories have closed down and the situation is becoming worse.

On the other hand, the producers of building materials, such as cement, blocks, tiles, etc., appear to be an exception to the general rule, the trade being active. Belgian tiles and stoneware pipes are finding outlets in Holland and France.

As regards importation, the situation is necessarily very unfavourable, many importers having been caught with large stocks on a falling market and forced to cut a loss. It is next to impossible to anticipate the course of the market, the situation in Belgium being merely a facet of the general situation. The exchange situation, coupled with the industrial depression, makes trade in all but the standard articles of commerce almost impossible.

Belgian Export Credits

With a view to ameliorating the conditions arising out of the industrial crisis, the Belgian Ministry of Industry, Labour, and Food has just laid before the Belgian Chamber a project to assist Belgian exporters to get rid of stocks which they may have on hand.

Under certain conditions, the Government will guarantee Belgian exporters against loss in export transactions. By preference, the guarantee is extended to industrial groups rather than to individual industrials and the co-operation of a group of banks has been secured. The Government requires to be fully informed as to the nature of the operation, and a deposit of foreign bonds or suitable bank guarantee is called for. The exporter is held responsible for 25 per cent and the bank for 20

per cent, the State assuming the responsibility for the rest. The period of the proposed guarantee is for three years and applies only to Belgian firms. The extent of the proposed vote is 250,000,000 francs.

A committee of bankers, delegates from the Comité Central Industriel, and representatives of Government departments, etc., will act in a consultative capacity.

Locomotive and other Government Orders

Le Soir reports under date of April 6 that the Administration of Belgian railways denies having given an order for 200 locomotives to England. The report states that "since the end of 1920, no orders have been given for locomotives abroad. After the Armistice, the Administration, to fill urgent requirements, ordered 150 locomotives in America (these were delivered during 1920), and 200 in England, which should all be supplied during this year. As to the Belgian industry, outside the renewal of an order for the construction of a certain number of locomotives, ordered before the war, the State has ordered since December, 1919, 100 machines to be delivered within eighteen months." In this connection, the Government has come in for a good deal of censure in regard to the order placed in Germany some time ago, Belgian industrials claiming that such work should stay in the country. Indeed, to such an extent has this point of view been emphasized that the Government has recently called for tenders amounting to three and a half million francs for equipment for the locks of the upper Scheldt as an aid to the steel industry. Tenders have also been called for electric distribution equipment for the province of Limbourg. Rumour has it that a number of similar tenders will shortly be announced.

The Belgian Ministry of Railways, Section Voies et Travaux, is also on the market for 50,000 to 250,000 railway sleepers in pitchpine, oak or beech. There are no formal tenders, and quotations should be submitted direct to the Belgian Department concerned. The address and specifications are on file in the Department of Trade and Commerce, Ottawa. In this case, foreign quotations will be received.

As a general rule, Belgian Government notices of tenders are published with a maximum of three or four weeks time limit, usually one or two weeks, making it next to impossible for firms not represented on the ground to submit tenders in time.

French Surtax on Shipments via Belgian Ports

According to Belgian press reports to-day, the much-vexed question of French surtaxes on foreign goods shipped for Alsace-Lorraine by Antwerp, appears to be settled. These taxes will now be abolished for all merchandise unloaded at Belgian ports and directed towards the three departments of the upper and lower Rhine and the Moselle, either by water via Strasbourg or by railway via Thionville, without the obligation of through bills of lading. The official confirmation of this report has been published.

This means that the natural water route to Alsace-Lorraine via Antwerp can now be used freely as in pre-war days without being subject to special taxes.

Belgian Visas not now Required on Canadian Passports

Dating from the 1st of April, Canadians visiting Belgium can dispense with the formality of having the visa of the Belgian Consul inscribed on their passports. They must, however, hold passports in good order to enter the country. An announcement to this effect has been made by the Belgian Ministère des Affaires Etrangères.

Higher Taxation and Return to Freedom of Commerce

Speaking at a banquet organized by the Antwerp Chamber of Commerce, the Belgian Minister of Finance, on 9th April, after outlining the financial situation, declared that the Belgian debt interior and exterior was 30 billions of francs (paper), and in this connection predicted certain new taxes. He said in part:—

"I have said that we are far from having reached the taxable limit. A few figures will give you an idea of the situation. If the Chamber votes the law establishing the new taxes which I am about to propose, the total taxes, including state, city and provincial will reach two billion 100 millions of francs or 280 francs per head. You can compare this figure with the French figure of 420 francs for the state only or the English figure of £23 which at par would make more than 575 francs." (This law proposes a tax on sales of 1 per cent. Articles of prime necessity such as bread and flour will be exempted. Retail sales are also exempted. The tax will be collected by means of stamps attached to the article).

The minister also made an important announcement in regard to the liquidation of the Ministry of Food, declaring that with the exception of the wheat control, the Ministry would be liquidated probably towards July.

There is much agitation amongst the millers and importers for the removal of all restrictions on commerce.

POSTPONEMENT OF CERTAIN AUSTRALIAN DUTIES

Mr. Mark Sheldon, Commissioner for the Commonwealth of Australia in New York city, has transmitted the information that the operation of certain deferred duties in Australia has been postponed in the case of the following goods:—

Item 278 (A), Soda Ash—postponed from January 1, 1921, to October 1, 1921.

Item 278 (B), Caustic Soda—postponed from January 1, 1921, to October 1, 1921.

This means that up to September 30 the duty on bulk soda ash and caustic soda from Canada will be 15 per cent ad valorem, and that on and after October 1, 1921, the duties will be: soda ash, 80s. per ton or 45 per cent ad valorem, whichever rate returns the higher duty; caustic soda, 100s. per ton or 45 per cent ad valorem, whichever rate returns the higher duty.

CHILEAN INVOICE REGULATION FOR CANADA

Mr. Maximo Patricio Morris, Consul General of Chile, Vancouver, writes the Department of Trade and Commerce as follows:—

"In accordance with a decision of the Minister of Foreign Affairs, shippers of goods entered in the Customs of Canada for export to Chile must have the corresponding invoices certified by a Consul of Chile in Canada and not by a Consul of Chile in another country.

"The documents can be certified by the Chilean Consul nearest the port of origin or shipment or by myself as Consul General with jurisdiction in the whole Dominion."

OPENINGS FOR CANADIAN TRADE WITH YUGOSLAVIA

TRADE COMMISSIONER L. D. WILGRESS

[Yugoslavia is one of the newly formed countries which presents great possibilities for future development. It has been formed by the union of nearly all the territories inhabited by Southern (Yugo) Slavs. The official name of the new state is the Kingdom of Serbs, Croats and Slovenes. It is composed of the former independent Kingdom of Serbia; Southern Serbia or the territory acquired as a result of the Balkan wars of 1912 and 1913; the former Kingdom of Montenegro; Croatia and Slavonia; the Hungarian provinces of Bachka, Baranya and the Banat of Torontol; the Austrian districts of Carniola, Southern Carinthia and Southern Styria; Bosnia and Herzegovina; and Dalmatia (except Zara). Its total area is approximately 96,923 square miles, or nearly double the combined area of the Maritime Provinces of Canada. The population is estimated at nearly 13,000,000.]

The present is not a very opportune time for an investigation into the openings for Canadian trade with Yugoslavia. The trade depression which is general throughout the principal markets of the world applies also to Yugoslavia, and comparatively little business is now being transacted with Western European and North American countries. Present rates of exchange make it almost impossible for Canadian goods to compete with the products of European countries such as Germany, Czechoslovakia and Austria. The disorganization of transport within Yugoslavia also tends to favour the trade of the countries just mentioned. Under these circumstances it is very difficult to accurately gauge the future prospects for introducing Canadian goods into this market. There are undoubtedly certain Canadian specialties, which could be introduced with success into the Yugoslav market, but the possibility of Canada being able to compete in particular lines of trade cannot properly be judged at the present time. It is therefore only possible to briefly indicate the principal openings in which it is thought there might be opportunities for Canadian trade in the future.

RAILWAY MATERIAL

One of the most important lines of trade in which there should be a good opportunity for business with Yugoslavia in the future is undoubtedly railway material of all kinds. The great need for the construction of new railway lines in the country is one that is very pressing. The execution of only one of the railway projects now being considered, e.g., the construction of a normal gauge line to the Bocche di Cattaro, would lead to a demand for steel rails and other railway construction materials. For a long period there was an American Railway Commission in Yugoslavia acting in an advisory capacity to the Government. This commission left last year, but it is understood that a syndicate is being formed by interested American firms with a view to making proposals to the Yugoslav Government for the supply of railway material.

United States and Canadian individual firms have also been negotiating for the sale of locomotives and railway cars to Yugoslavia, but nothing has so far resulted owing to the difficulties of making the necessary financial arrangements. It has also been found more practical and economical to have locomotives repaired in Austria and other countries than to place orders for new engines. In a few years the increased traffic will necessitate the purchase of additional rolling stock of all kinds.

A certain amount of railway material was obtained from the surplus allied war stocks at Salonica.

While the Yugoslav Government have not yet intimated the particulars of their requirements for railway material and rolling stock, they are prepared to consider any proposals which provide for a solution of the financial and exchange difficulties involved.

AGRICULTURAL MACHINERY

The greatest demand for agricultural machines in Yugoslavia is in the districts north of the rivers Save and Danube. The smallness of the holdings in Serbia and Montenegro has greatly restricted the use of farm machinery, while in Bosnia-Herzegovina the conditions of agriculture are too primitive. Agricultural machines were distributed before the war by Budapest houses throughout the Voivodine and Croatia-Slavonia, while in Slovenia the trade was largely handled from Vienna. It was in the first-named provinces that the greatest number of machines were sold, so that Budapest controlled the greater part of the prewar trade in agricultural machines on the present territory of Yugoslavia. Zagreb, however, has always been an important subsidiary centre, and there are a number of agricultural machinery dealers located there, who are now preparing to handle the distribution of imported machines throughout the former Austro-Hungarian provinces of Yugoslavia.

At the present time the trade in agricultural machines is practically at a standstill on account of (1) the high cost in Yugoslav currency of imported machines; (2) the uncertainty regarding the agrarian question and the division of the landed estates. Owing to the high prices in dinars and crowns of the machines imported from other countries, the farmers are learning to do without machinery to a greater extent than before the war. The uncertainty as to whether they will retain possession of their estates makes the large landed proprietors reluctant to invest money in farm equipment. These estate owners have been the largest users of agricultural machinery, and before the war they purchased a considerable proportion of the total number of machines sold.

On the other hand an increasing number of inquiries for agricultural machines are being received from the farming districts, especially from the wheat-growing sections of the Voivodine and Croatia-Slavonia, and it is evident that the shortage of machines is beginning to make itself felt. The co-operative societies in the kingdom are the most active at present in endeavouring to arrange for the importation of agricultural machines abroad. The leading dealers in Zagreb are also commencing to seek connections for the supply of new machines. The question of finance, however, is a serious obstacle to business in agricultural machinery at the present time.

In Serbia the future of the trade in agricultural machinery depends in large measure on the success with which the co-operative societies can induce the small peasant proprietors to co-operate together in the use of machinery. The co-operative societies are also preparing to play an important part in the distribution of agricultural machinery in other divisions of the country. The names and addresses of some of the leading private dealers in agricultural machinery in Zagreb are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian manufacturers on application.

With respect to the trade in ploughs, scythes, sickles, hay-forks, spades and other agricultural implements as distinct from that in more complicated agricultural machines, it should be pointed out that the former are often retailed, especially in Serbia, by the hardware dealers in the towns and villages. Firms interested in these lines should therefore get in touch with importers of general hardware in addition to agricultural machinery importers. The names of the leading hardware firms in Yugoslavia are given in the list of importers which has been forwarded to the Department of Trade and Commerce, Ottawa.

Manufacturers in Czecho-Slovakia and Germany are now beginning to offer agricultural machines to importers in Yugoslavia on favourable terms and at prices



Types of Farm Implements used in Yugoslavia

below the quotations of other countries. Some machinery ploughs and a quantity of farm implements have recently been purchased from Czecho-Slovakia and it is reported that orders for ploughs are to be placed in Germany.

Harvesting Machines.—The present territory of Yugoslavia chiefly drew its supplies of harvesting machines before the war from the United States and Canada. The Hungarian State Railroads of Budapest also sold machines of their own manufacture. Some American machines have been introduced since the armistice by the American Relief Commission, but otherwise little trade has been done in binders, reapers or mowers of United States or Canadian make. Czecho-Slovakia is reported to have sent seed drills and harrows to Yugoslavia. The trade in spare parts is also being largely supplied by German, Czecho-Slovak and Hungarian firms, who manufactured parts on a large scale during the war in order to keep the existing machines in working order.

Owing to the relative shortage of draught animals, the requirements of the Yugoslav market call for harvesting and other agricultural machines of fairly light weight. Thus the five-foot binder capable of being drawn by two horses is the most in demand. Oxen, and in some parts of the country buffaloes, are extensively used as beasts of burden and for farm operations.

Tractors.—There should be a good opening in the future for a small tractor (10 to 20 horse-power). American firms have been demonstrating tractors in various parts of Yugoslavia, but the general conditions of the trade, as outlined above, make any sales of tractors at present very difficult. Tractors for Yugoslavia should be of simple construction and inexpensive to operate.

Threshers.—These have formerly been supplied by manufacturers in Great Britain, Germany and Hungary. The same applies to steam-ploughing outfits, portable engines, locomobiles, etc. Certain leading British manufacturers have had branch factories at Vienna and Budapest for a number of years. The trade in all of these lines is at present restricted on account of the uncertainty regarding the division of the landed estates.

Experimental stations.—It is reported that the co-operative union, known as the Hrvatska-Slavonska Zadruga, have made arrangements with American agricultural machinery manufacturers to establish three experimental stations for the demonstration of farm machinery. One of these stations will be for the Voivodine, another for Croatia and the third for Slavonia. The stations will be in charge of American experts and the manufacturers will loan machinery for demonstration purposes.

Flour mills.—There is a good opening at the present time for small unit flour-milling outfits. The Serbian Agricultural Co-operative Union of Belgrade is inquiring for this line, which is also of interest to organizations in other parts of Yugoslavia.

Ploughs.—The largest trade in Yugoslavia in the agricultural machinery and implement line is undoubtedly in ploughs. German and Bohemian makers supplied the bulk of the trade before the war. The ploughs made by Rudolph Sack of Leipsig, and those of Messrs. Eberhardt are the most popular. The latter was especially well liked in Serbia, and were purchased by the co-operative unions of that country. The Serbian Agricultural Society, on the other hand, dealt chiefly in Sack ploughs, which had also a large sale in the other provinces of Yugoslavia. Sack ploughs are now being offered from Germany at approximately 225 dinars or about \$7 each at present rates of exchange. Nearly all the ploughs sold in Yugoslavia are fitted with the two-wheel fore-carriage and are of light weight, ranging from 170 to 250 pounds. The ploughs principally sold were single-bottom ploughs, but light two and three-bottom ploughs have had a ready sale. There is little demand in Yugoslavia for ploughs without a fore-carriage, while disk ploughs have only recently been introduced. All factory-made ploughs have steel beams, but in those parts of the country where more primitive conditions prevail ploughs with wooden beams of an ancient type are often used.

Oil engines.—The use of oil engines for farm purposes has been increasing in Yugoslavia. These have been chiefly supplied by Central European countries. One and two-cylinder vertical engines of from 3 to 30 horse-power, and motors of the Diesel type have had a large sale for operating threshers, flour mills, creameries, etc.

Implements.—There is a large sale in Yugoslavia of a variety of farm implements, since a large proportion of the peasantry still harvest their crops by hand. There is thus a considerable trade in scythes and sickles, chiefly of Austrian manufacture before the war. Hay-forks, spades, shovels, axes and other farm tools are also distributed by hardware and agricultural machinery dealers throughout all the towns and villages of the country. Canadian firms should be able to supply certain of these tools.

Miscellaneous agricultural machines and implements.—There is a small but promising trade with Yugoslavia in potato machinery of various kinds. Among the other lines in which Canada should be able to do some business are binder twine, hay presses and windmills. The latter have been chiefly supplied by Central European countries, but the American type of windmill finds favour. Germany and Austria before the war sold a large number of grain sorters of the roller type. Cream separators and other butter and cheese-making apparatus were also chiefly of German manufacture. Corn planters and harvesters had been introduced into the Yugoslav territory before the war, and there was a promising market for these implements.

In many of the agricultural machinery and implement lines mentioned above, there should be an excellent opportunity for the enlargement of Canadian trade. The two determining factors in dealing with the Yugoslav market are price and terms of payment; and if Canadian exporters are able to meet competitors in Central European countries in these respects, they should be able to build up a considerable business owing to the superior quality of their products.

INDUSTRIAL MACHINERY

There are considered to be excellent openings for the development of industrial undertakings in Yugoslavia. Not only have the damages sustained during the war to be repaired, but many new factories should also be established for the purpose of utilizing the varied raw materials produced within the country. It is also planned to develop to a much greater extent than formerly the abundant waterpower resources of the Kingdom. These various undertakings will necessitate the importation of large quantities of machinery and equipment from foreign countries.

In order to better organize the shipment of Yugoslav grain to western markets, it will be necessary to provide additional modern elevators in the chief centres. Yugoslavia is greatly lacking in these facilities, and the construction of new large elevators throughout the grain-growing districts should present opportunities for the sale of Canadian elevator equipment.

The demand for small flour-milling machines has already been referred to. There should also be a demand in Yugoslavia for equipment for large flour-mills.

A great advance was being made during the period preceding the war in the utilization of the products of the breeding industry of Yugoslavia within the country instead of being shipped abroad in the raw state. It may be expected that a further development along these lines will now commence, especially as the number of livestock in the new territories is very great. There are openings for the establishment of leather tanneries to work up a part of the large quantity of hides and lamb, sheep, kid and goat skins now being exported, while slaughter houses, packing and refrigerating plants are also lacking. The equipment for these undertakings will present opportunities for future business with Yugoslavia. No figures are at present available as to the production of meats and sausages and other animal products in Yugoslavia.

The further exploitation of the forest resources of Yugoslavia offers opportunities for the sale of saw-milling and wood-working machinery and logging appliances

which should be of some interest to Canada. The saw-mills are mostly equipped with frame-saws supplied by German, Austrian, and Swedish makers. Circular saws are also employed, while there is a demand for machines for panel planing, moulding, mortising, etc. Canadian logging apparatus might be introduced with success into the forested areas of Yugoslavia.

The mining industry requires the importation into Yugoslavia of rock drills and other mining machinery and appliances, some of which might be supplied from Canada.

Other lines of industrial machinery for the sale of which there will probably be an opening in the near future include textile machinery, boot and shoe machines, paper-making machinery, machine tools, equipment for iron works and cement factories, and electrical apparatus and equipment of all kinds.

Before the war machinery was chiefly supplied to the present territory of Yugoslavia from Germany and Austria, although Great Britain also did a considerable trade in certain lines. At the present time German and Swiss manufacturers are active in seeking to establish connections for the sale of machinery to Yugoslavia.

BUILDING MATERIALS

There is great congestion at present prevailing in Belgrade, Zagreb, and the other towns of Yugoslavia. Steps are now being taken to relieve this congestion, and it is reported that in Belgrade 150 modern buildings and about 4,000 other buildings and houses are to be erected in the near future. This will lead to a considerable demand for constructional iron and steel and building materials of all kinds. Germany and Belgium were formerly the most important sources of supply for iron and steel of various kinds. Builders' hardware required in Yugoslavia includes hinges, locks, door checks, desk and drawer knobs and window fittings. European building practices are universally followed. Thus windows are never of the sash type, but open inwards and are secured by metal rods running vertically and worked by a knob which pushes the rod into sockets. Bathroom supplies and modern plumbers' fittings are coming into more general use in Yugoslavia and the Canadian types should prove suitable. There is also a demand for central heating apparatus, radiators, etc. At the present time German and Belgian firms appear to be securing what business there is going in iron rods for building purposes and other countries cannot meet their quotations. The same applies more or less to structural iron and steel generally.

A large quantity of galvanized iron sheets are imported into Yugoslavia for covering the roofs of buildings and houses. The revival of building operations will also result in a demand for concrete mixers, stone crushers, steam shovels and other appliances, which might be supplied from Canada.

OTHER METALS, HARDWARE AND TOOLS

There is a large business with Yugoslavia in hardware and metal goods of various kinds. An inspection of the principal hardware stores in Belgrade revealed few goods other than those of Austrian or German manufacture. This especially applied to the lines imported for household use, such as cooking utensils, lamps and lanterns, food choppers, enamelled and aluminium-ware and cutlery. Canadian manufacturers might have the opportunity of supplying certain kinds of tools required in Yugoslavia. Cross-cut saws are used to some extent, but the chief business is in hand saws and hacksaw blades. Emery wheels and other abrasives and small tools generally, such as files, rasps, twist drills, reamers, taps and dies, vices, etc., are similar in pattern to those used in Canada. Austria and Germany supplied most of the axes, hammers, picks, shovels, spades, etc., imported before the war, but it is thought that Canada might be able to do something in spades, shovels and axes, provided terms of payment would be satisfactory. A certain amount of nails, wire, screws, bolts and

nuts, etc., have been imported into Yugoslavia since the armistice from the United States, and in these lines Canada might also be able to do some business, when the conditions of exchange become more normal.

There is an opening for the sale of safes, especially the smaller sizes, to Yugoslavia. Small rotary hand pumps are another line for which there is a great demand, these being largely used in the country districts for pumping water.

PAINTS AND VARNISHES

France, Germany, Great Britain and Austria supplied the territory of Yugoslavia with dry colours and oil paints and varnishes. Czecho-Slovakia and Germany have sent some paints and varnishes since the armistice, but the demand has not been large. There is a good opportunity, however, for Canadian firms to form connections for the future in this line.

MOTOR CARS

There is an excellent opening for the introduction of a Canadian motor car into Yugoslavia. A cheap car of the Ford type has a large sale in this market, especially in Serbia where the rough roads make a Ford the most suitable type. In other parts of the country the roads are good and the use of motor cars should greatly increase. A number of Italian cars have lately been introduced. There is a considerable demand at present for a light motor truck—three tons and less—to supplement the congested railway facilities.

TRAMWAY EQUIPMENT

Belgrade, Zagreb, Ljubljana, Sarajevo a few other centres are provided with street car systems, but in all cases extensions and the purchase of new cars will soon be necessary, while it is possible that similar facilities will in the future be installed in other centres. There will therefore be an importation of steel rails, cars, overhead wiring and other tramway materials into Yugoslavia.

FOODSTUFFS

Yugoslavia is an agricultural country and is practically self-supporting in respect of food supplies. There has been a shortage in certain lines during the past two years, but any deficiency has now been made good by increased domestic production. The peasants preserve fruits and vegetables for their own use during the winter, while the towns only require small quantities of imported canned fruit and vegetables. It may be stated that the local fish supply is sufficient for home requirements, so that in spite of the large Roman Catholic population there is little importation of fish from abroad. Sardines from Norway packed in 3½-pound tins are one of the few imported provision lines to be seen in the stores at Belgrade and Zagreb. Others comprise jams, sauces, pickles, high-grade biscuits, tinned meats, dried fruit and a few varieties of canned fruits. All of these are for the use of the wealthier classes and the demand is limited, but Canadian products, such as jam, should find a sale.

CHEMICALS AND DRUGS

There should be an opening in the Yugoslav market for the sale of certain lines of Canadian chemicals and drugs. There is a considerable demand for caustic soda, formerly supplied largely from Great Britain and Belgium, and for sulphate of copper which is used for vine sprinkling. The use of patent medicines is increasing in Yugoslavia with the growth of advertising and the high cost of prescriptions. French patent medicines have a strong foothold in the market, since many of the doctors have been trained in France. Germany has also done a large trade in drugs

and medicines, while a few American patent medicines have been introduced. There should be an opening for Canada in many lines, but care should be taken to conform to European practices in the preparation of drugs and medicines.

Superphosphates and other artificial fertilizers are in demand in Yugoslavia especially in the northern provinces. The Delegacija proizvajaca Gilske Salitre za Kraljevine S.H.S., Resavska Street No. 33, Belgrade, is a semi-official institution concerned with the importation of artificial fertilizers, and they would be interested to receive quotations and other particulars from Canadian exporters.

LEATHER AND LEATHER GOODS

A fairly large quantity of leather is manufactured in Yugoslavia, but the better qualities have to be imported from abroad. Germany before the war supplied black and coloured box calf and a small quantity of patent kid. Glace kid came chiefly from France, while small quantities were also shipped from the United States. Great Britain sent split leather which was in fairly great demand. Canada might be able to form a connection with Yugoslavia for sole leather, but present rates of exchange do not permit of any business. Since the armistice large quantities of American boots and shoes have been imported into Yugoslavia, while lately Czecho-Slovakia is reported to have made considerable sales in this line. Germany was an important supplier of boots and shoes before the war. There is a fairly large demand for leather belting, Great Britain and Germany being the chief prewar sources of supply. Other leather goods imported include saddlery and harness from Germany, Austria and Great Britain, but the demand for the better qualities is limited.

TEXTILES AND CLOTHING

Cotton and woollen textiles have comprised by far the greater part of the total importations into Yugoslavia during the past two years. The peasantry for the most part make their own wearing apparel, but materials for clothing have to be imported for the use of the urban population and the better class farmers. Made-up clothing articles and dry goods of all kinds are also purchased from abroad on a large scale. There is an important trade with Yugoslavia in cotton yarn, which the peasants use for weaving on their hand looms. Italy and Great Britain have done large business in cotton yarn, the latter supplying chiefly the better qualities. Large quantities of other textile lines have also been sent from Great Britain during the past two years and this country has held the market for most of the better grades. Italy has done a large business in the cheaper varieties of cottons and in underwear. Czecho-Slovak competition has lately been becoming keen in most lines of textiles. Some ready-made clothing has been imported from the United States, but this trade is considered temporary, having been chiefly for relief purposes. There is a steady demand in Yugoslavia, however for most lines of cotton and woollen textiles, such as dress goods; sheetings; cotton piece goods and prints; blankets; woollen cloth; underwear, medium weight, and socks and stockings of all kinds. It is thought possible that Canadian manufacturers might be able to secure some business with Yugoslavia in textiles and clothing articles, when the trade recovers from the present period of depression.

TYPEWRITERS

United States firms are doing a large trade with Yugoslavia in typewriters. There is a demand for machines with a double keyboard with both Latin and Cyrillic characters. In typewriters with the Latin keyboard care should be taken to provide the accents used in the Croatian language.

RUBBER

Another possible opening for Canadian trade with Yugoslavia is in rubber footwear and rubber tires.

SUMMARY

The above brief survey of the opportunities for trade with Yugoslavia will serve to indicate that the openings for the sale of Canadian products to this market are limited by (1) the fact that the chief products of Yugoslavia are similar to those of Canada; (2) the fact that the requirements of the market for manufactured goods can in large measure be supplied by neighbouring countries, such as Czecho-Slovakia, Germany, Italy, Austria, Switzerland, etc. The principal lines therefore in which Canada can hope to compete in this market are Canadian specialities such as agricultural machinery and implements, timber appliances, tools, motor cars, jams and railway materials.

The articles most in demand in Yugoslavia at the present time can be further indicated by the following list prepared by the British Consul at Zagreb:—

Textiles and clothing of all kinds.
 Boots and shoes.
 Wood-working machinery and tools, especially for furniture manufacture.
 Agricultural machinery.
 Motor trucks.
 Paper, stationery and office appliances.
 Building materials, central heating plant, geysers.
 Paints and colours, especially distemper for internal walls.
 Sporting goods.
 Household rubber goods.
 Surgical and dental instruments, and rubber goods
 Electrical appliances and fittings for house, shop and tramway use.
 Shop fittings.
 Fancy leather goods.
 Plant for coal mines.
 Prepared foodstuffs, such as jams, tinned meat, cocoa, etc.
 Cutlery and table silver (cheap kinds).

[Trade inquiries from Yugoslavia are printed on page 740 of this number of the *Weekly Bulletin*.]

PITWOOD IN THE SCOTTISH MARKET

MAJOR GORDON B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, April 6, 1921.—Pitwood in this country is sold in great variety, and in all lengths, but never in shorter lengths in feet than the diameter of the piece in inches. This is the minimum length, but mine managers like pit props to be much longer than this rule for the minimum lengths indicates, and there is no market for anything shorter than this minimum. Usually the diameter varies from $2\frac{1}{2}$ inches to 8 inches, but present demand is for props 3 inches to 6 inches outside sizes. The best in demand are $3\frac{1}{2}$ inches, 4 inches, and $4\frac{1}{2}$ inches. Best lengths 5 feet, $5\frac{1}{2}$ feet, 6 and 7 feet.

In these sizes prices of pitwood from the Baltic are on the down grade. For instance, at the beginning of February business was done on a basis of 200s. per standard (180 cubic feet) c.i.f. Glasgow. At the present time the price is 150s. to 155s., and the bottom is not yet reached.

The best wood for pit props is pine, spruce, birch, or fir. Hemlock is considered to be too brittle for use in the mines. An increasing pressure, it is stated, tends to cause props of this wood to snap without warning, whereas in the other varieties sufficient warning is given by the prop bending and supporting its load until it can be reinforced. It is said that importers might be able to sell Canadian hemlock for this purpose for a time, but only at the expense of eventually dissatisfied customers among the mine-owners and of risk to life among the miners.

Canadian props, of which considerable quantities were used during the war, gave satisfaction, but freight rates are at present against their importation in contrast with the home-grown and the Baltic wood. While Swedish exchange, like Canadian, is high in relation to sterling, importations from the other Scandinavian countries are favoured by a high sterling exchange.

At present prices for Scottish wood are slightly below Scandinavian prices, and the market is glutted with the home-grown production. The reason for this is that in former years the mining districts in the north of England secured their requirements of pitwood from Scottish dealers supplying either Scottish or Scandinavian wood. The rail rates from Scotland to these districts, as elsewhere throughout the country, have recently been so greatly increased that it is now cheaper for the English mines to import their requirements direct from Baltic sources themselves. The Scottish coal mines, extensive as they are, cannot absorb the offerings.

Men in the timber import business who have the reputation of being far-sighted say that while there appears to be no chance this year for Canadian pit props in Scotland, the time will come when Canadian exporters will find equally as profitable a trade in this country as they did during the war. When that time will come no one can say.

SCOTLAND AND CANADIAN STORE CATTLE

Major Gordon B. Johnson, Canadian Trade Commissioner in Glasgow, writes as follows, under date April 6, on the market for Canadian store cattle in Scotland:—

The country-wide agitation in Great Britain for the removal of the embargo on Canadian store cattle continues unabated. Hardly a day passes that some association or group in one part of the country or another does not record an emphatic protest against the continuance of the embargo.

As an example, the Scottish Convention of Burghs, at its annual meeting in Edinburgh yesterday, approved a resolution urging the removal of the embargo with entire unanimity. Lord Provost Spence, of Dundee, stated that in Scotland there were at present hundreds of acres of turnips which could not be consumed for want of store cattle. These turnips would have to be carted to the manure heap. He asked how consumers could expect to get cheap meat when farmers were paying £5 and £6 per live hundredweight for the raw material. He stated that 50 per cent of the dairy cows now arriving in this country from Ireland were more or less tubercular. The bogey of disease in Canadian cattle had been exploded long ago, and every one now admitted that Canadian cattle were the healthiest in the world.

Provost Sir Henry Keith, Hamilton, trusted that feeling throughout the country would be so intense that the embargo would be swept away.

MARKET FOR SKEWERS USED IN THE TEXTILE INDUSTRY

TRADE COMMISSIONER J. E. RAY

Manchester, April 1, 1921.—Very large quantities of skewers are used in the textile industry of the United Kingdom, and it would appear that Canadian manufacturers of similar commodities might study with advantage the likelihood of their producing them, not only for the British market, but also for other foreign markets wherein are located cotton mills.

The skewers in general use are manufactured from West Indian lancewood, which approximates in texture to boxwood. An examination of this wood should enable experts in Canada to decide whether there exists a substitute for it in the forests of the Dominion.

A plentiful supply of samples are in the hands of the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, as well as confidential information regarding current prices.

OPPORTUNITIES IN JAMAICA FOR CANADIAN MANUFACTURERS OF RAILWAY MATERIAL

Major H. A. Chisholm, M.C., Trade Commissioner, Havana, Cuba, reports that Canadian manufacturers interested in supply of railway and construction material have a good opportunity in Jamaica. If Canadian manufacturers in these times would only keep in closer touch with the officials of the Government railways of Jamaica and the Jamaica Department of Public Works, many more purchases would be made from Canadian sources. There is a distinct tendency to favour British manufacturers, and in view of the dislocation of many industries in the United Kingdom during the last two or three years, already Canadian firms have received numbers of orders from these two departments of the Jamaica Government. Provided more was known in the island as to what Canada manufactures, increased business could be done. Efforts, however, must be made on the part of Canadian manufacturers to meet local requirements. He suggests that all Canadian firms interested in the lines indicated below should at once send their catalogues direct to these two departments.

In regard to the requirements of the Department of Public Works, Jamaica, correspondence and catalogues should be addressed to Mr. L. B. Bicknell, Superintendent of Stores, Department of Public Works, Kingston, Jamaica, B.W.I. The requirements from time to time of this department include: batteries, oils and cart axle grease; mild steel bars, in ordinary sizes; wheelbarrows, frames of wood with wheels and connecting part of iron for road work; hurricane lamps, "Victory Dietz" model; road machinery, including wagons, rollers, tractors, crushers, etc.; corrugated iron sheeting, 24 gauge; cordage; asbestos packing; paints and varnishes; paraffin and lighthouse oil; rubber sheeting; handgrips; telegraph wire; explosives for construction work. Goods must be of Canadian manufacture; quotations must be in Canadian funds, c.i.f. Kingston, Jamaica, thirty days or cash against documents.

Catalogues and correspondence in regard to the requirements of the Jamaica Government railways must be sent to Mr. Allan Farquharson, Superintendent of Stores, Jamaica Government Railways, Kingston, Jamaica, B.W.I. This department requires from time to time: tool handles of all descriptions; railway track tools; shovels, road picks, tamping picks; belts, nuts, rivets, wood screws, wire nails; window glass for passenger cars, $\frac{1}{2}$ inch x $20\frac{1}{4}$ inches and $20\frac{1}{2}$ inches x $24\frac{3}{4}$ inches; galvanized telegraphic line wire No. 8 B.W.G.; railway torpedoes; electric welding wire; railway lanterns; coloured waste; rubber sheeting; paints, varnishes, oils, grease and genuine linseed oil; files and drills; office stationery and forms. Goods must be of Canadian manufacture; quotations must be in Canada funds c.i.f. Kingston, thirty days or cash against documents.

PROJECTED MOTOR EXHIBITIONS IN LONDON, ENGLAND

The Society of Motor Manufacturers and Traders, Limited (London), announce that they intend to organize the following exhibitions: The Fifth International Commercial Motor Exhibition (for petrol, steam, and electric vehicles for goods and passenger transport and general utility purposes), which will be held at Olympia, London, W., from October 14 to 22, 1921; and the Fifteenth International Motor Exhibition (for private motor cars) at Olympia and White City, London, W., from November 4 to 12, 1921.

Inquiries on behalf of Canadian manufacturers intending to exhibit should be made to the Exhibition Manager, the Society of Motor Manufacturers and Traders, Limited, 83 Pall Mall, London, S.W.1.

TRADE OF BERMUDA, 1919

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, April 4, 1921.—The figures of Bermuda's trade for 1919, which have only recently been published, make an interesting showing and constitute a record. The total trade was £1,001,391, made up of imports valuing £792,683 and exports £208,708, an increase over 1917, the previous record year, of £119,174. Bermuda has had a steadily increasing adverse trade balance over a number of years, which reached its highest in 1919. This is notable as an example of an adverse balance indicating prosperity. The excess of imports over exports is due to the large importation of foodstuffs and general merchandise required to meet the demand of the tourist trade, which is a most important asset to the colony during the winter.

The following table will show the condition of the trade during the last three years:—

	Imports	Exports	Total Trade
1917..	£674,493	£207,724	£ 882,217
1918..	692,742	139,828	832,570
1919..	792,683	208,708	1,001,391

DIRECTION OF THE TRADE

Two-thirds of the trade of the colony is with the United States, that country taking the largest share of the exports and supplying over half the imports. Trade with Canada has had a steady increase and has trebled since 1915. Previous to the war the United Kingdom had an important position in the trade of this colony, the imports valuing about £160,000 each year. This figure has dropped to £50,000, but there is evidence of rapid improvement, and no doubt it may eventually reach the former mark.

The following statement will show the direction of the trade in 1919:—

Countries	Imports	Exports	Total Trade
United States..	£466,062	£189,002	£655,064
Canada..	229,937	8,001	237,948
United Kingdom..	59,990	.....	59,990
West Indies..	36,199	11,695	47,884
Teneriffe..	505	.....	505

FOODSTUFFS AND FEEDSTUFFS

In the year under review the value of foodstuffs imported amounted to £479,965, and showed an increase in a majority of items over 1918. There was a small decline experienced, however, in drugs, dried fruit, canned meats, flour, beef, bread, molasses, oats, oleo and rice. The decline in flour was the most important, being 4,647 barrels, 1,782 barrels less from Canada and 2,865 from the United States. Less olea was imported by £1,580, less preserves by £2,005, and less tea by £1,674. Comparing the imports of foodstuffs in 1919 with those of 1912, which is the last normal year before the war, the following facts emerge:—

Flour.—About the same quantity of flour was imported in 1919 as compared with 1912, the quantity from Canada and the United States being relatively the same in both these years.

Butter and Cheese.—There was less butter imported in 1919, but about the same quantity of cheese. The figure for Canada, which heads the list in both years, remains relatively the same in butter and cheese.

Preserved Fish.—A much greater quantity and value of preserved fish was imported last year than in 1912. The quantity coming from Canada showed a more than relative increase.

Groceries.—Of these the number of packages appears less in the statistics, but as packages vary considerably, this is somewhat ambiguous. The value is, however, at least one-third greater than in 1912. The quantity and value from Canada showing the principal increase, with a falling off as against the United States and the United Kingdom.

Hay, Oats and Bran.—The value in hay was less than in 1912, but in oats it was greater, though the quantity imported does not appear to have increased. A greater quantity and value in bran was imported. In all these three items the Canadian market supplied the bulk of the import.

Peas, Beans and Potatoes.—These show an increase in quantity over 1912 of about twenty per cent, but the value shown is more than double. Canada has an actual and relative increase in both quantity and value in these items.

Preserves.—There was an increase of 50 per cent in the quantity of preserves imported, this increase being chiefly from Canada, which supplied in 1912 only to the value of £53, whereas in 1919 the Canadian import had risen to £2,045.

Rice, Salt and Sugar.—There was a better showing in the value of rice, salt and sugar imported from Canada, though in rice and sugar the quantity was slightly less than in 1912.

Fresh Fruit.—There was an increase in the quantity of the import from Canada and the West Indies, with a small decline from the United States as compared with 1912.

MANUFACTURED GOODS

Manufactured goods were imported to the value of £312,716, and show an increase as compared with the previous year, with a few not important declines such as building material, clothing, jewellery, lumber, matches, perfumery and stationery. As compared with 1912, an increase of £28,297 appears. In textiles and metals, however, there was a falling off as compared with that year, the increases in 1919 being in the miscellaneous class of manufactured goods.

Box Material.—Among the miscellaneous increases referred to appear material for box making, of which about the same quantity was imported as in 1912, but returned a value of about double. The bulk of this material comes from Canada, though the United States has a small part of the trade.

Bicycle Sundries, and Boats.—Fewer bicycles were imported, but in bicycle sundries the value was greater than in 1912, and also in pleasure boats. The principal supply in both these items coming from the United States.

Cement.—About two-thirds of the cement imported was Canadian, and there was an increase in the total quantity imported.

Electrical Goods.—There was an increase in electrical goods also, but as yet Canada has no appreciable share of this trade.

Fertilizers.—There appears to be a greater demand for fertilizers now than formerly, as about double the quantity was imported in 1919. More than two-thirds of this came from the United States and a small quantity from the United Kingdom, Canada not sharing appreciably in this import.

Glassware.—There was an increase in the import of glassware, the United States and Canada sharing the trade.

Gasolene.—There was a large increase in the value of this item.

Musical Instruments, Rope and Rubber Goods.—Increases appear in these three items, with relative increases from Canada.

Soap.—Since 1912 the import of soap has increased about 50 per cent, the increase being both with Canada and the United Kingdom.

Ship Chandlery.—Under this head the import has increased from £430 in 1912 to £16,300 in 1919, nearly all being credited to the United States.

A table showing the principal articles imported into Bermuda in 1919 has been transmitted by Mr. Flood, and is on file at the Department of Trade and Commerce (file T.C.-104).

THE EXPORTS

The exports show an increase over the previous year of £68,980, and reach the highest figure so far recorded. The increase occurred in the value of potatoes, onions and vegetables. Of onions, however, the quantity was rather less though the value was greater. The United States took as in other recent years nine-tenths of the vegetables, the remainder going to the West Indies and Canada. Changes have taken place in some of the industries of the colony during the last fifteen years. In 1906 lily bulbs were exported to the value of £8,860 and cut flowers £202, making a total in these two items of £9,062 as against £723 now shown. A steady falling off during these years also appears in arrowroot, which was once a leading industry.

The statement giving in detail the quantity and value of the export of onions, potatoes and vegetables from Bermuda in 1919 has been forwarded by Mr. Flood and is on file at the Department of Trade and Commerce, Ottawa (quote file No. T.C.-2-104).

AUSTRALIAN RESTRICTIONS ON INDIRECT SHIPMENTS FROM EX-ENEMY COUNTRIES

Mr. M. B. Synan, official representative of the Australian Department of Trade and Customs, New York, under date of April 20, writes as follows: "Except in regard to goods (as for example canned fish, agricultural machinery, and motor cars) which are known to be of Canadian origin, it would be of assistance to Australian importers of Canadian goods if the Canadian exporters supplied with each shipment a certificate to the effect that their goods do not owe more than five per cent of their value to the labour and/or material of Germany, Austria, Hungary, Turkey, and Bulgaria. It will not be necessary to make such certificate in statutory declaration form. The certificate could be placed on the invoice itself."

The above procedure is necessary in view of the import restrictions in force in Australia against goods coming directly or indirectly from ex-enemy countries.

RATE OF EXCHANGE FOR DUTY IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 28, 1921.—The Commonwealth Department of Trade and Customs advises that instructions have been issued to its officers authorizing the use of the current bank rate of exchange for telegraphic transfers, at date of export (i.e., date of ship's clearance).

With regard to continental goods transhipped at London, Marseilles, Genoa, etc., or Canadian goods transhipped at New York, etc., merchants must arrange to obtain the necessary information as to the date of export from, e.g., France, Belgium, Switzerland, Czecho-Slovakia or Canada, but meanwhile the Collectors of Customs in Australian ports will accept the date of export and telegraphic transfer bank rate of exchange which the evident probabilities suggest as approximately correct.

Importers desiring to prepare their entries prior to report of the ship may utilize the date of sailing of the ship as published in the daily shipping and commercial newspapers.

DEPRESSED TRADING CONDITIONS IN AUSTRALIA

Mr. D. H. Ross, Canadian Government Trade Commissioner in Melbourne, writes as follows under date March 24 with reference to the trade depression in Australia:—

Following the particulars given in previous reports relative to the stringent financial position in Australia, it may be stated that no improvement is yet perceptible in the trading outlook.

Owing to substantial reductions in oversea values, quite a number of importers in various Australian commercial centres, holding heavy stocks of goods purchased at high costs, have recently been compelled to either assign their estates for the benefit of their creditors or to arrange for extended accommodation. It is thought that considerable similar realizations will be enforced during the coming autumn and winter months.

As importers are unable to obtain purchasing credits, and some Canadian banks are not (according to recent advices) disposed to negotiate drafts drawn by their customers upon Australian importers, the outlook, as this mail closes, is that perforce there must be at least a temporary check in the exports of Canadian goods and products to Australia. The values of the imports, in completion of old indents, still continue at abnormal figures, whereas there has not been a corresponding increase in the exports.

Until present excessive stocks have gone into consumption, and Australian products are realized upon in oversea markets, little improvement in trading conditions can be anticipated.

AUSTRALIAN COMMONWEALTH GOVERNMENT'S FLEET OF STEAMERS

TRADE COMMISSIONER D. H. ROSS

Melbourne, Australia, March 24, 1921.—Considerable newspaper controversy has recently been revived throughout the Commonwealth as to the policy of the Government building a number of steamers in Australia when, it is stated, new tonnage could be obtained in Great Britain at much less cost. The recurrence of this hostile criticism is considered to have been raised through the influence of powerful London shipping interests, which view with much trepidation the progress made by the state-owned fleet of cargo carriers.

It is generally admitted that it is to the advantage of the Commonwealth to have established shipbuilding and naval construction yards, so as to make this island continent self-contained in an industry in which every primary producer is vitally concerned, besides which the value of these yards in times of stress and emergency is fully recognized.

The Commonwealth line of steamers is undoubtedly competing with the huge fleets controlled by the "London Shipping Ring," who—professing to ignore it—are apprehensive of its development. Determined efforts are therefore being made—particularly at what is considered to be this opportune time, when Australia is experiencing a period of marked financial stringency—to discourage the enlargement of the Government fleet and to educate hostile public sentiment against it.

While it is conceded that the building costs of steamers constructed in Australia are higher than the quotations received recently from the United Kingdom, yet there are the compensations of endeavouring to establish a permanent industry of paramount importance to the country, and of ultimately producing within the Commonwealth all the steel plates and other materials required, besides finding remunerative employment for skilled artisans.

During the period of the war, the Government steamers carried wheat to England at a freight rate of £4 15s. (say \$23.12), while other lines were obtaining a minimum

of £6 5s. (say \$30.40) per ton of 2,240 pounds and, in many cases, considerably higher rates.

It is claimed that if it were not for the state-owned steamers, the freight rates to and from London would be considerably higher than are now ruling. Obviously, when state and privately owned interests clash, widely divergent views will continue to exist.

In addition to the steamers now under construction in Australia, contracts were placed in 1920 for five turbine steamers of 12,500 tons for construction in the United Kingdom, and the building of some equally large steamers at Sydney is now engaging the consideration of the Government.

A few days ago, the general manager of the Commonwealth Government's line of cargo steamers made a statement in London and Australian newspapers to the effect that the gross profit of the line to June 30, 1920, was £3,182,000, and the net profit £2,201,000, after allowing £1,000,000 for interest on the original outlay on purchases and for depreciation and renewals, besides placing £450,000 to the credit of underwriting. The first half of the current fiscal year has shown a substantial profit, and the second half, ending on June 30, 1921, promises a moderate profit. The line is developing beyond expectations, notwithstanding unprecedented dullness of trade, and it is considered that the steamers are of a more economical class than the average ocean liner.

SUPPLIES OF OSTRICH FEATHERS FROM SOUTH AFRICA

ASSISTANT CANADIAN TRADE COMMISSIONER P. W. WARD

Cape Town, March 24, 1921.—For the information of Canadian manufacturers and dealers in ostrich feathers, who have hitherto secured supplies through American or other agents or brokers, a list of South African exporters from whom direct shipments may be obtained is filed with the Department of Trade and Commerce, Ottawa (quote File No. T.C.-2-112).

With the return to normal trade conditions in the near future, it is possible that business in ostrich feathers may again be entered upon by Dominion buyers, and it is highly important that purchases shall be made direct from the overseas source of supply wherever possible.

The following are the latest quotations on the Port Elizabeth market:—

Super unsorted whites.. . . .	\$26 00 to \$30 00 per lb.
Good unsorted whites.. . . .	19 00 " 25 00 "
Super unsorted feminas.. . . .	19 00 " 24 00 "
Good unsorted feminas.. . . .	14 00 " 17 00 "
Super unsorted shorts.. . . .	4 50 " 6 50 "
Good unsorted shorts.. . . .	2 00 " 2 75 "
Super unsorted spadonas.. . . .	7 50 " 10 00 "
Good unsorted spadonas.. . . .	5 50 " 6 50 "

GERMAN AGRICULTURAL IMPLEMENTS INVADING FRENCH MARKETS

Commercial Attaché W. C. Huntington, in a communication from Paris which is published in the *United States Commerce Reports*, states that members of the Association of Importers of Agricultural Machinery complain that they are suffering from the invasion of German machines which are swamping the French markets. German industry is re-establishing itself, aided by the value of the German mark. For example, a mowing machine which cost 300 marks before the war now costs about 3,000, or 750 francs at the present rate of exchange, which is about half the price of the machines now furnished by the members of the importers' association. Hence England and the United States, the two principal countries that for half a century have supplied France with agricultural machinery, are under a severe handicap.

INCREASES IN CERTAIN IMPORT DUTIES IN SOUTH AFRICA

According to a cablegram dated April 18, 1921, from Johannesburg, and published in the *United States Commerce Reports*, the budget of the Minister of Finance, presented April 15, 1921, proposes no changes in the customs duties except on spirits, also an alternate duty of 20 per cent ad valorem on cinematograph films—the duty now is 5 shillings per 100 feet; and the following increases on tobaccos: Cigars, increased 2s. 6d. per pound; cigarettes and manufactured tobacco, increased 1s. per pound. There is no increase in the duty on shoes, but it is proposed to aid local industry through the free importation of high-grade leather and shoe findings.

NEW TARIFF OF TRINIDAD AND TOBAGO

Granting 50 per Cent Preference to Imports from Canada and Other Parts of the Empire

A new customs ordinance went into effect in Trinidad and Tobago on April 1, 1921, giving a preference of 50 per cent on practically all dutiable imports from Canada and other parts of the British Empire. The new preference is in accordance with the Canada-West Indies trade agreement of 1920. The *Weekly Bulletin* of December 13, 1920, contained a new Trinidad tariff showing a preference of 33½ per cent. The first schedule of that tariff is now superseded by the following:—

SCHEDULE OF CUSTOMS DUTIES OF TRINIDAD AND TOBAGO: FIRST SCHEDULE

Item No.	Article.	British Preferential Tariff.	General Tariff.
1	Aerated and mineral waters, natural and artificial:		
	(a) Per dozen reputed pints.	6d. the dozen.	1/- the dozen.
2	Animals and birds living:		
	(a) Asses.	10/- per head.	20/- per head.
	(b) Cattle	Free	10/- per head.
	(c) Dogs.	10/- per head	20/- per head.
	(d) Goats.	Free.	3/- per head.
	(e) Horses	15/- per head.	30/- per head.
	(f) Mules	15/- per head.	30/- per head.
	(g) Sheep	Free.	3/- per head.
	(h) Swine	Free.	3/- per head.
	(i) Poultry, game and other kinds	Free.	Free.
3	Apparel, all kinds	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
4	Arms, ammunition and explosives:		
	Arms:		
	(a) Swords, bayonets and similar weapons	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
	Firearms:		
	(b) Fowling pieces	10/- each.	20/- each.
	(c) All other kinds, including air guns	20/- each.	40/- each.
	Ammunition, all kinds, including unloaded cartridges	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
	Explosives:		
	(d) Gunpowder for sporting purposes	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
	(e) Gunpowder for blasting purposes	Free.	10 per cent <i>ad val.</i>
	(f) Other explosives	Free.	Free.
5	Asphalt, all kinds, including pitch and tar	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
6	Bags and sacks (empty) not including paper bags	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
7	Bags (travelling and tool), trunks and valises	8 per cent <i>ad val.</i>	16 per cent <i>ad val.</i>
8	Baskets, all kinds.	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
9	Beer and ale, stout and porter:		
	Upon every gallon where the worts thereof were of an original gravity of 1050°, and so on in proportion for any difference in quantity or gravity:—		
	(a) In bottle	7d. per reputed gal.	9d. per reputed gal.
	(b) In wood	7d. per gallon.	9d. per gallon.
10	Biscuits, bread and cakes:		
	(a) Unsweetened in barrels	Free.	1/6 per 100 lbs.
	(b) Unsweetened in tins	Free.	1/6 per 100 lbs.
	(c) Other kinds	3/6 per 100 lbs.	7/- per 100 lbs.

SCHEDULE OF CUSTOMS DUTIES OF TRINIDAD AND TOBAGO: FIRST SCHEDULE—*Continued*

Item No.	Article.	British Preferential Tariff.	General Tariff.
11	Blacking and polishes	8 per cent <i>ad val.</i>	16 per cent <i>ad val.</i>
12	Blue	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
13	Books, printed	Free.*	Free.*
14	Boots, shoes and slippers	8 per cent <i>ad val.</i>	16 per cent <i>ad val.</i>
15	Bricks and tiles	6/- per 1,000.	12/- per 1,000.
16	Brooms and brushes	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
17	Buckets, pails and tubs	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
18	Bullion and coin	Free.*	Free.*
19	Butter and butter substitutes:		
	(a) Butter	Free.	4/2 per 100 lbs.
	(b) Ghee	Free.	4/2 per 100 lbs.
	(c) Butter substitutes, including butterine and oleomargarine	Free.	4/2 per 100 lbs.
20	Candles:		
	(a) Tallow candles	3/- per 100 lbs.	6/- per 100 lbs.
	(b) Other kinds	6/- per 100 lbs.	12/- per 100 lbs.
21	Carriages, carts and waggons:		
	(a) Railway rolling stock	Free.	5 per cent <i>ad val.</i>
	(b) Bicycles or tricycles, other than motor	5 per cent <i>ad val.</i>	10 per cent <i>ad val.</i>
	(c) Bicycles or tricycles, motor	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
	(d) Motor cars	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
	(e) Motor lorries and vans	5 per cent <i>ad val.</i>	10 per cent <i>ad val.</i>
	(f) Other kinds and parts	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
22	Cattle and other animal foods:		
	(a) Bran and pollard	Free.	1/- per 100 lbs.
	(b) Linseed oil cake, and linseed oil cake meal	Free.	1/- per 100 lbs.
	(c) Other kinds admitted as such by the Collector of Customs	Free.	1/- per 100 lbs.
23	Cement	6d. per 400 lbs.	1/- per 400 lbs.
24	Cheese	Free.	4/2 per 100 lbs.
25	Chemicals:		
	(a) Calcium carbide	2/- per 100 lbs.	4/- per 100 lbs.
	(b) Other kinds	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
26	Chinaware or porcelain, earthenware and pottery	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
27	Cider and perry	6d. per gallon.	1/- per gallon.
28	Clocks and parts thereof	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
29	Coal coke and patent fuel	Free.	Free.
30	Cocoa:—		
	(a) Raw	Free.	Free.
	(b) Ground or otherwise prepared except sweetmeats	1d. per lb.	2d. per lb.
31	Coffee:—		
	(a) Raw	1d. per lb.	2d. per lb.
	(b) Roasted, ground or otherwise prepared, and including coffee substitutes, extracts and essences	1d. per lb.	2d. per lb.
32	Confectionery including chocolate creams and sweetmeats of all kinds	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
33	Cordage and twine:—		
	(a) Cordage	5 per cent <i>ad val.</i>	10 per cent <i>ad val.</i>
	(b) Twine	5 per cent <i>ad val.</i>	10 per cent <i>ad val.</i>
34	Cork manufactures	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
35	Cotton:		
	(a) Raw	Free.	Free.
	(b) Manufactures of piece goods—		
	(i) not exceeding in cost 1/3 the yard	Free.	10 per cent <i>ad val.</i>
	(ii) exceeding in cost 1/3 the yard	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
	(c) Other kinds	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
36	Cutlery	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
37	Electrical apparatus	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
38	Films, cinematograph	6d. per 100 feet.	1/- per 100 feet.
39	Fireworks	15 per cent <i>ad val.</i>	30 per cent <i>ad val.</i>
40	Fish:—		
	(a) Canned or preserved in jars or bottles	Free.	2/1 per 100 lbs.
	(b) Fresh, including fresh fish in cold storage and turtle	Free.	Free.
	(c) Salmon, trout and mackerel, dried, salted, smoked or pickled	Free.	2/1 per 100 lbs.
	(d) Other kinds, dried, salted, smoked or pickled	Free.	1/- per 100 lbs.

SCHEDULE OF CUSTOMS DUTIES OF TRINIDAD AND TOBAGO: FIRST SCHEDULE—*Continued*

Item No.	Article.	British Preferential Tariff.	General Tariff.
41	Fruit and nuts:—		
	(a) Fruit, fresh.	Free.	Free.
	(b) Dried, including currants, figs, prunes and raisins, other than candied or crystallized fruit and fruit in liquid	1d. per lb.	2d. per lb.
	(c) Nuts, edible, other than coconuts	1d. per lb.	2d. per lb.
	(d) Coconuts	Free.	Free.
42	Glass and glassware:		
	(a) Glass bottles, lamp chimneys, and table glassware not of cut glass	Free.	10 per cent <i>ad val.</i>
	(b) Other kinds	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
43	Grain, flour, pulse and preparations thereof:—		
	Grain:		
	(a) Corn (maize).	Free.	1/- per 100 lbs.
	(b) Oats	Free.	1/- per 100 lbs.
	(c) Rice	Free.	1/- per 100 lbs.
	(d) Other kinds	Free.	1/- per 100 lbs.
	Flour and meal:		
	(e) Wheaten	Free.	1/- per 196 lbs.
	(f) Maize or cornmeal	Free.	1/- per 196 lbs.
	(g) Other kinds	Free.	1/- per 100 lbs.
	Pulse:		
	(h) Beans and peas, whole or split	Free.	1/- per 100 lbs.
	(i) Dhol	Free.	1/- per 100 lbs.
	(j) Other kinds	Free.	1/- per 100 lbs.
	Farinaceous preparations:		
	(k) Arrowroot.	Free.	1/- per 100 lbs.
	(l) Other kinds (including corn flour, macaroni, oatmeal, rolled oats, sago, tapioca, vermicelli and other cereal foods)	Free.	1/- per 100 lbs.
44	Grease, all kinds	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
45	Gums:—		
	(a) Balata, chicle, and raw rubber	Free.	Free.
	(b) Other kinds	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
46	Haberdashery and millinery	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
47	Hardware.	5 per cent <i>ad val.</i>	10 per cent <i>ad val.</i>
48	Hats and bonnets	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
49	Hay and chaff	Free.	1/- per 100 lbs.
50	Hemp and hemp manufactures	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
51	Hides and Skins, raw	Free.	Free.
52	Horns and bones	Free.	Free.
53	Implements and tools, including those driven by mechanical force:—		
	(a) Agricultural	Free.	Free.
	(b) Other kinds	5 per cent <i>ad val.</i>	10 per cent <i>ad val.</i>
54	India rubber and gutta percha manufactures	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
55	Jams, jellies and preserved fruits:		
	(a) Jams, jellies and marmalade	3/- per 100 lbs.	6/- per 100 lbs.
	(b) Canned and bottled fruits	4/- per 100 lbs.	8/- per 100 lbs.
	(c) Other kinds, including candied and crystallized fruit and peel.	6/- per 100 lbs.	12/- per 100 lbs.
56	Jewellery	15 per cent <i>ad val.</i>	30 per cent <i>ad val.</i>
57	Jute and jute manufactures	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
58	Lard and lard substitutes.	Free.	4/2 per 100 lbs.
59	Leather and manufactures of, excluding boots and shoes and saddlery and harness	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
60	Lime	Free.	Free.
61	Linen and linen manufactures	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
62	(1) Machinery:		
	Machinery and parts and accessories thereof admitted as such by the Collector of Customs, viz:—		
	(a) Agricultural (including drainage and irrigation)		
	(b) Sugar manufacturing (including spirit distillation)		
	(c) Mining		
	(d) Electric lighting and power for industrial purposes		
	(e) Railway and tramway		
	(f) Other industrial and manufacturing	Free.	5 per cent <i>ad val.</i>
	(g) Marine		
	(h) Sewing machines		
	(i) Water and sewerage		
	(j) Fire engines		
	(k) Printing.		
	(l) Other kinds		

SCHEDULE OF CUSTOMS DUTIES OF TRINIDAD AND TOBAGO: FIRST SCHEDULE—*Continued*

Item No.	Article.	British Preferential Tariff.	General Tariff.
62	(1) Machinery—Con. (The term "Machinery" shall mean machines consisting of a combination of moving parts or mechanical elements which may be put in motion by physical or mechanical force, admitted as such by the Collector of Customs.)		
63	Manure, all kinds	Free.	Free.
64	Matches: (a) In boxes containing 80 matches or less. (Matches in boxes containing a greater quantity than 80 matches each to be charged in proportion)	1/6 per gross of boxes	3/- per gross of boxes.
65	Meat: (a) Beef and pork, pickled or salted (b) Canned (c) Fresh (including game and poultry) (d) Smoked or cured, including bacon and hams (e) Other kinds, including extracts	Free. Free. Free. Free. Free.	2/1 per 100 lbs. 2/1 per 100 lbs. Free. 2/1 per 100 lbs. 2/1 per 100 lbs.
66	Medicines and drugs: (a) Opium and Ganja (Indian Hemp) (b) Other kinds	25/- per lb. 10 per cent <i>ad val.</i>	50/- per lb. 20 per cent <i>ad val.</i>
67	Metals: Metals, and manufactures of, not elsewhere enumerated	5 per cent <i>ad val.</i>	10 per cent <i>ad val.</i>
68	Milk: (a) Condensed or otherwise preserved, containing not less than 7 per cent of butter fat (b) Containing less than 7 per cent of butter fat (c) Other kinds	Free. 10/- per 48 lbs. 10 per cent <i>ad val.</i>	1/- per 48 lbs. 20/- per 48 lbs. 20 per cent <i>ad val.</i>
69	Musical Instruments	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
70	Nuts and kernels other than food: (a) Copra (b) Other kinds	Free. 10 per cent <i>ad val.</i>	Free. 20 per cent <i>ad val.</i>
71	Oil: (a) Edible (b) Fuel (c) Illuminating, including kerosene, and other refined petroleum burning oils (d) Lubricating and paint oils (e) Motor spirit, including benzine, benzoline, gasoline, naphtha and petrol spirits generally (f) Other kinds, including essential medicinal, and perfumed oils	Free. 4d. per gallon. 3d. per gallon. 6d. per gallon. 3d. per gallon. 1/- per gallon. 10 per cent <i>ad val.</i>	6d. per gallon. 8d. per gallon. 6d. per gallon. 1/- per gallon. 6d. per gallon. 2/- per gallon. 20 per cent <i>ad val.</i>
72	Oilcloth and linoleum	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
73	Painter's colours and materials: (a) Paints, colours and putty (b) Polishes and varnishes (c) Turpentine and turpentine substitutes	2/6 per 100 lbs. 1/- per gallon. 1/- per gallon.	5/- per 100 lbs. 2/- per gallon. 2/- per gallon.
74	Paper: (a) Cards, playing (per pack not exceeding 53 cards) (b) Paper of all kinds and manufactures of paper	6d. per pack 5 per cent <i>ad val.</i>	1/- per pack. 10 per cent <i>ad val.</i>
75	Perfumery, not including perfumed spirits	15 per cent <i>ad val.</i>	30 per cent <i>ad val.</i>
76	Pickles, condiments and sauces	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
77	Pictures, except unframed photographs	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
78	Plants, seeds and bulbs	Free.	Free.
79	Plate and plated ware	15 per cent <i>ad val.</i>	30 per cent <i>ad val.</i>
80	Provisions, unenumerated	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
81	Saddlery and harness	5 per cent <i>ad val.</i>	10 per cent <i>ad val.</i>
82	Salt: (a) Coarse and rock salt (b) Fine, including table salt	5/- per ton. 6d. per 100 lbs.	10/- per ton. 1/- per 100 lbs.
83	Seeds for expressing oil therefrom	Free.	1/- per 100 lbs.
84	Ships, boats and launches	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
85	Silk and silk manufactures	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
86	Soap: (a) Common, including laundry, polishing and soft soap (b) Fancy, including medicated and perfumed soaps for toilet purposes	2/- per 100 lbs. 4/- per 100 lbs.	4/- per 100 lbs. 8/- per 100 lbs.
87	Spices	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>

SCHEDULE OF CUSTOMS DUTIES OF TRINIDAD AND TOBAGO: FIRST SCHEDULE—*Continued*

Item No.	Article.	British Preferential Tariff.	General Tariff.
88	Spirits:		
	(a) Brandy	15/- per gallon	17/6 per gallon.
	(b) Gin		
	(c) Whiskey	15/- per proof gallon	17/6 per proof gallon.
	(d) Rum:		
	Not exceeding the strength of proof	11/- per gallon.	13/6 per gallon.
	Exceeding the strength of proof	11/- per proof gallon	13/6 per proof gallon.
	(e) Cordials and liqueurs:		
	All kinds, including bitters and flavouring extracts containing spirits	14/6 per liquid gal.	17/- per liquid gallon.
	(f) Medicinal spirits, admitted as such by the Collector of Customs	5/- per liquid gallon.	10/- per liquid gallon.
	(g) Methylated spirits and methylated alcohol, admitted as such by the Collector of Customs	1/6 per liquid gallon.	3/- per liquid gallon.
	Perfumed spirits:		
	(h) Bay Rum	5/- per liquid gallon.	10/- per liquid gallon.
	(i) All others, including dentifrices, toilet preparations and washes	15/- per liquid gal.	30/- per liquid gallon.
	Unenumerated spirits:		
	(j) Potable:		
	Not exceeding the strength of proof	15/- per gallon.	17/6 per gallon.
	Exceeding the strength of proof	15/- per proof gal.	17/6 per proof gallon.
	(k) Not potable	5/- per liquid gallon	10/- per liquid gallon.
89	Starch	1/- per 100 lbs.	2/- per 100 lbs.
90	Stationery, other than paper.	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
91	Stones and slates:		
	(a) Stones	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
	(b) Slates	3/- per 1,000.	6/- per 1,000.
92	Sugar:		
	(a) Refined	2/- per 100 lbs.	4/- per 100 lbs.
	(b) Unrefined	1/6 per 100 lbs.	3/- per 100 lbs.
	(c) Molasses and syrup	1d. per gallon.	2d. per gallon.
93	Tea	6d. per lb.	1/- per lb.
94	Tobacco and snuff:		
	Unmanufactured:		
	(a) Leaf, containing 25 per cent or more of moisture when dried at a temperature of 212 degrees Fahrenheit	2/6 per lb.	2/6 per lb.
	(b) Leaf, containing less than 25 per cent, moisture	3/6 per lb.	3/6 per lb.
	Manufactured:		
	(c) Cigars	6/- per lb.	6/- per lb.
	(d) Cigarettes	5/6 per lb.	5/6 per lb.
	(e) Snuff	3/- per lb.	3/- per lb.
	(f) Other manufactured tobacco	4/- per lb.	4/- per lb.
95	Toys and games.	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
96	Umbrellas and parasols	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
97	Vegetables:		
	(a) Dried, canned or preserved	Free.	4/2 per 100 lbs.
	(b) Onions and garlic	Free.	Free.
	(c) Fresh		
98	Vinegar	6d. per gallon.	1/- per gallon.
99	Watches and parts thereof	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
100	Wax	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
101	Wine:		
	(a) Sparkling	8/- per gallon.	10/- per gallon.
	(b) Still:		
	In bottles containing less than 42 per cent of proof spirit	4/- per gallon.	5/- per gallon.
	(c) In wood, under 23 degrees.	1/3 per gallon.	1/7 per gallon.
	(d) In wood, under 32 degrees	1/9 per gallon.	2/7 per gallon.
	(e) In wood, under 42 degrees.	3/3 per gallon.	4/1 per gallon.
	(f) Vermouth	4/- per gallon.	5/- per gallon.
102	Wood and timber:		
	Unmanufactured:		
	(a) Lumber, sawn or hewn, undressed	4/2 per 1,000 feet.	8/4 per 1,000 feet.
	(b) Lumber, sawn or hewn, wholly or partly dressed	5/- per 1,000 feet.	10/- per 1,000 feet.
	(c) Shingles	1/6 per 1,000.	3/- per 1,000.
	(d) Shooks, staves and headings of oak	2½ per cent <i>ad val.</i>	5 per cent <i>ad val.</i>
	(e) Shooks, staves and headings other kinds	5 per cent <i>ad val.</i>	10 per cent <i>ad val.</i>
	Manufactured:		
	(f) House, office, cabinet, or store furniture.	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
	(g) Other kinds	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>

SCHEDULE OF CUSTOMS DUTIES OF TRINIDAD AND TOBAGO: FIRST SCHEDULE—*Concluded*

Item No.	Article.	British Preferential Tariff.	General Tariff
103	Wool and woollen manufactures	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>
	All other articles not in this Schedule particularly enumerated, or in the Second Schedule particularly exempted	10 per cent <i>ad val.</i>	20 per cent <i>ad val.</i>

In the case of specific duties, these rates to be charged upon any greater or less quantity of such goods, wares and merchandise respectively.

NEW BELGIAN TARIFF INCREASE

TRADE COMMISSIONER A. STUART BLEAKNEY

Brussels, April 11, 1921.—The new Belgian law of March 31, 1921, in regard to increases in the customs tariff goes into effect as from this date and will cease to be in operation on June 15 unless extended. This law authorizes the Government to increase certain tariff rates as high as six times the prewar duties, whereas the law of June 10, 1920, gave authority to increase these by three times only.

As far as Canada is concerned, the principal articles affected are: grain, preserved fish, machinery, preserved fruits, metals, etc.

The duty on oats, which was originally 3 francs per 100 kilogrammes, should be multiplied by 2 instead of 1.5 (increase of June 12, 1920). Oat flour (duty 4 francs per 100 kilogrammes) is now dutiable at 8 francs per 100 kilogrammes. Other flours (duty 2 francs per 100 kilogrammes) are increased by 2. The duty on malt, which was 1.50 per 100 kilogrammes, has been increased from coefficient 3 to 6. Pastes such as macaroni (duty 4 francs per 100 kilogrammes) have been increased by coefficient 2.

Preserved fish is not affected by the latest law, although the duty of 15 francs per 100 kilogrammes on fish packed in boxes, jars or light packing was raised to 30 francs in June last. Caviar is raised to 75 francs per 100 kilogrammes.

Machinery and tools are rather heavily hit and are an important item of Canadian trade. The duty on machines in aluminium of 40 francs per 100 is now multiplied by 6 in place of 2. That on cast-iron machinery of 2 francs is multiplied by 6 in place of 3. Machinery of iron and steel, originally dutiable at 4 francs per 100, and raised in June to 12, is now 24 francs per 100. Machinery in brass or other material is now dutiable at 72 francs per 100 kilogrammes. Wooden machinery is not increased from its duty of 10 per cent. (In classifying machinery, the material preponderating determines the rate of duty).

The duties on wood are raised considerably but do not affect Canada, the only products of wood coming forward at present being pulp and a small amount of woodenware.

In regard to fruit preserves in sugar, of which Canada shipped 53,000 francs worth last year, there are considerable increases. The original duties on these were as follows:—

Sugar preserves (including generally confectionery, candy and preserved fruits and jams)—	Per 100 kilos.
(a) Containing 20 per cent of sugar or less	12 francs
(b) Containing more than 20 per cent up to 50 per cent	20 "
(c) Containing more than 50 per cent sugar	30 "

The coefficient on (a) has been raised from 2 to 3, and on (b) from 2.5 to 3. On (c) it remains at 3 (except artificial honey, which is 1.5), thus making the duties 36, 60 and 90 francs respectively.

The duty on honey has been raised to 36 francs per 100 kilogrammes.

Cheese is not affected, the duty still remaining at 24 francs per 100 kilogrammes.

The duties on metals have been generally raised, especially on the manufactured products. Copper and nickel are still free in the crude state, in blocks and ingots, and this is an important trade through the United States. The original duty of 10 francs per 100 kilogrammes on wrought or rolled copper or nickel was raised in June, 1920, by 1.5 and is now to be multiplied by 2, bringing the duty to 20 francs per 100 kilogrammes. The increases in metal, iron and steel are apparently aimed at Germany and low exchange countries in general. Belgian steel and iron has been underselling the English market for some time, but German and French prices have in some cases been below the Belgian level.

In regard to paper, the duty on furnishing papers de luxe such as "lincrusta" has been raised to 40 francs per 100 kilogrammes. Ordinary wallpapers, which by the way were saleable here recently, have been raised to 24 francs per 100 kilogrammes. Newsprint is doubled and is now 4 francs per 100. The finer grades of paper, such as writing paper, are raised to 20 francs per 100 kilogrammes. The pre-war duty was 4 francs.

The above are the principal changes which may affect the Canadian trade.

A complete list of the changes as published in the official *Moniteur Belge* is on file with the Foreign Tariffs Division of the Department of Trade and Commerce, Ottawa, and detailed information can be had by application there or direct to this office.

SOUTH AFRICAN RAW MATERIALS FOR CANADIAN MANUFACTURERS

ASSISTANT TRADE COMMISSIONER P. W. WARD

PART II

South African Products for Canadian Consumers

Cape Town, March 17, 1921.—The Union of South Africa and adjoining territories export quite a number of raw products other than those referred to in Part I of this report, which was published in *Weekly Bulletin* 894 (March 21, 1921).

Some of the items mentioned below are procured from Kenya Colony (British East Africa), Mozambique (Portuguese East Africa), Uganda, Belgian Congo, South-west Protectorate, and Angola (Portuguese West Africa), but interested Canadian manufacturers would be in a position to obtain such products at less cost by purchasing the same direct via Cape ports, rather than from English or American agents or brokers. This office is advised, for instance, that at the present time Canadian users of ivory appear to have to obtain the whole of their supplies from United States agencies, and that prices are altogether abnormal, considering the slackness of buying and amount of supply.

As suggested in the previous instalment of this report, the pooling of buying resources by Canadian manufacturers would enable them to materially reduce the laid-down cost of such commodities.

The Department of Trade and Commerce, Ottawa, or the Canadian Government Trade Commissioner, Cape Town, will be glad to supply the names and addresses of responsible African traders or export houses with whom Canadian manufacturers may negotiate for any of the items mentioned. In many cases samples are available from the Cape Town office, and prices can be quoted by return mail.

At the present time a number of the products referred to herein are already being purchased by Canadian buyers, but through foreign agencies, and Canadian trade will be benefited to a large extent if direct buying and shipment through Canadian ports can be brought about.

IVORY

Ivory is being used in the Dominion to-day in a variety of ways, and, from piano keys to buttons, quite an extended list of articles might be named. The amount

of ivory sold from British East Africa alone during the year ending March 31, 1920, totalled 18,642 pounds, and prices for African ivory at the present time are distinctly favourable.

Recent sales on the London market for Zanzibar soft, sound tusks reached \$235 per cwt., at the current rate of exchange; while Mozambique ivory sold at \$330 per cwt. Interested buyers are urged to consider the question of direct buying via South Africa, with a view to obtaining their supplies at better prices. The names and addresses of exporting houses will be gladly given.

VEGETABLE IVORY

Vegetable ivory is the kernel of the Lala palm, which grows largely on the Natal coast, from beyond the present railhead at Somkele up to the border of Portuguese East Africa. In the northern portion of this territory it is found in great quantities.

Samples of these kernels have been sent to certain Canadian manufacturers, and at the present moment advice is being awaited as to the suitability of the product for various purposes where ivory was formerly used.

The kernels have no fixed value as yet, owing to their growth in native territory. The cost of collection and transport being comparatively small, it is suggested that a royalty be imposed on all consignments, to add to the funds of the Zululand Native Trust, which governs the territory in question. Allowing for a royalty of about 25 cents per 100 pounds, the landed cost of these kernels at the port of Durban, Natal, is about \$4 per 100 pounds. With a freight rate of about \$2.50 per 100 pounds, the landed cost, in fair quantities, at points in Eastern Canada would amount to less than \$7.50 per 100 pounds.

Button manufacturers, and factories producing a similar type of article for which ivory, imitation ivory, or other like materials have formerly been used, are urged to look into the properties of vegetable ivory, as there are doubtless many possibilities of manufacture in connection with this article. Further samples of the kernels may be obtained from the Cape Town office.

CEDAR WOOD

The supply of cedar wood to manufacturers on the Western Continent has hitherto generally gone through numerous hands before reaching the actual consumer. A direct source of supply from South Africa is now open to Canadian manufacturers, and already more than one firm in the Dominion is negotiating for shipments.

Samples of South African cedar wood may be seen at the Department of Trade and Commerce, Ottawa, or will be sent direct by African exporting houses, a list of which is on file with the department, and may be obtained by quoting file T.C.-2-112.

The cedar obtainable in South Africa is the very best quality known within the British Empire, and is being used in various countries at the present time for high-class work in doors, windows, floorings, ceilings, mouldings, boat-building, cabinet-making, etc. This wood has a very long life and is immune from the attacks of all kinds of insects.

Cedar wood is sold by the ton, which measures 40 cubic feet of shipping space. It is shipped in large sections, from 6 inches by 6 inches up to 18 inches by 18 inches. In direct shipments, from Cape ports to Canadian Atlantic ports, this product could be laid down at Eastern Canadian points at from \$200 to \$250 per 1,000 feet.

PALM KERNELS AND PALM OIL

Canadian soap manufacturers and oil distillers are urged to look into the possibilities of supply from this territory. Palm kernels were recently obtainable at a price which would enable Canadian importers to lay them down at less than \$100 per ton. It is estimated that there would be from 700,000 to 900,000 palm kernels to the ton. These are exported in jute bags of from 140 to 170 pounds in weight.

COPPER AND COPPER ORE

Increasing shipments of copper and copper ore, mined in the Protectorate of South West Africa, are being recorded. Manufacturers in the Dominion, who are interested in these items, may find this source of supply advantageous.

VANADIUM CONCENTRATES

Vanadium concentrates are also a product of the Protectorate of South West Africa, shipments having gone forward largely to Great Britain and the United States.

SISAL

Owing to the weakness of the Manila hemp market recently, there has been a growing demand for African sisal. Samples and prices will be gladly obtained for any Canadian houses desiring to buy direct from this continent.

INDIA RUBBER

The latest London prices for india rubber from this territory are as follows:—

Mozambique.....	10 cents to 14 cents per lb.
Nyasaland.....	8 " " 12 " " "
East Africa.....	6 " " 12 " " "

At the above-mentioned prices there is no doubt shipments might be landed at Canadian Atlantic ports, if carried by direct steamship service. With the rapidly extending rubber manufacturing industry in the Dominion it is possible that the African source of supply by direct shipments may be of particular interest.

FRESH FRUIT

The reputation of South African fruit growers has grown very largely during the recent season of shipments to the London market, and during the coming season an increased acreage and better grading of all fruits will be in evidence.

Two classes of fruit are grown and exported: citrus fruit—the export season for which runs from the beginning of June to the end of November—and deciduous fruit, which includes apricots, peaches, pears, plums and grapes, the export season for which varies from the middle of December to the beginning of May. Apricots and peaches have only a short season of from six to eight weeks, commencing from the middle of December.

In view of the fact that Canada has no citrus crop, it has been felt by the exporter here that there would be a definite market for the South African orange in Canada, especially for the reason that the South African crop is ready for export at a time when the California and the Florida season is practically closed.

Experiments were made some months ago by a large export organization here, and it was found that shipments of citrus fruit, although shipped via England to New York, and consequently paying a double freight and receiving a double handling, were yet sold to advantage in the latter city. A New York cable, at date of writing this report, also states that several shipments of peaches, plums, nectarines, pears and melons have recently arrived, after a month's trip under refrigeration, in fine condition, and were rapidly taken up at good prices.

Fruit importers in the Dominion are earnestly urged to get into touch with the South African exporters of both citrus and deciduous fruits, and test out the Canadian market for these products.

The following prices are given, as a guide, of the amounts realized by South African fruit on the London market recently:—

Peaches.....	\$1 40 to \$2 00 and \$2 40
Plums.....	1 20 " 2 40
Nectarines.....	1 40 " 1 70
Grapes.....	1 90 " 3 60

By comparing these prices with those realized for other imported fruits at Dominion centres, buyers will be in a position to judge of the value of shipments from South Africa.

From present estimates, the amount of fruit likely to be available for shipment during the next twelve months is about 3,000 tons measurement per week right through the year. A very large increase in the planting of deciduous trees is constantly taking place, the average being about 500,000 trees per year, of which at least one-third are of export varieties. In citrus varieties, the increase has been on an even greater scale. It will therefore be realized that the South African fruit market may be looked upon as a permanent and competitive source of supply in future.

The Cape Town office desires to link up export organizations here with Canadian importers, and is anxious to secure advice regarding buying arrangements as quickly as possible, in order that the question of shipping facilities may be carefully looked after.

DRIED FRUIT

The chief items for export under this heading, during the present season, will be raisins and sultanas. Owing to the fact that the wine industry is in a stagnant condition at the moment there are larger quantities of Cape grapes available for shipment overseas in the form of raisins and sultanas. These will be packed in 25-pound boxes and carefully graded.

Other dried fruits exported from the Union are apricots, peaches, prunes and figs, the shipment of which commences during the month of December and extends until April or May.

A special export line of crystallized apricots, known as "Mebos," has gained quite a reputation for Cape dried fruit houses. This product is a delicacy specially adapted for alleviating thirst under hot weather conditions; although it is, of course, used for similar purposes to other crystallized fruits.

The acreage under cultivation, of fruit for drying and export, is extending yearly; the quality of the fruit is being bettered in many cases, and it is possible that in the near future South Africa will vie with any country placing dried fruit in overseas markets.

Arrangements have already been made with one Canadian house buying largely for a chain of stores throughout Western Canada for supplies of Cape dried fruit. The laid-down prices of these fruits in Canadian cities will compare most favourably with those of supplies from other markets. A list of South African exporters may be obtained from the Department of Trade and Commerce, Ottawa.

ALOES

A substantial export is carried on from South African ports in aloes. The aloes are pressed by the exporting firms at the coast, and the juice only shipped, for medicinal purposes. To any Canadian houses who may be organized to carry out their own distillation, however, supplies of aloes are obtainable. Recent prices of Cape aloes were in the neighbourhood of \$13 to \$15 per cwt.

CHILLIES

For the information of canners, pickle manufacturers, etc., Zanzibar and Mombasa chillies are obtainable direct from Cape ports. This item is possible of being laid down at Canadian factories, if shipped by direct steamer from Cape ports to Canadian Atlantic ports, at about the same price as prevails on the London market. Recent quotations from London were from \$20 to \$25 per cwt.

CLOVES

The above remarks, concerning chillies, also apply to cloves. A recent London price for the Zanzibar product was quoted at from 18 cents to 25 cents per pound.

[The concluding portion of this report will be published in the next issue of the *Weekly Bulletin*.]

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING APRIL 27, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending April 27; those for the week ending April 20 are also given for the sake of comparison:—

		Parity.	Week ending April 20 1921	Week ending April 27, 1921
Britain.....£	1.00	\$4.86	\$4.4184	\$4.4229
France.....Fr.	1.	.193	.0826	.0848
Italy.....Lira	1.	.193	.0545	.0546
Holland.....Florin	1.	.402	.3899	.3920
Belgium.....Fr.	1.	.193	.0840	.0849
Spain.....Pes.	1.	.193	.1559	.1563
Portugal.....Esc.	1.	1.08	.1001	.1048
Switzerland.....Fr.	1.	.193	.1947	.1953
Germany.....Mk.	1.	.238	.0172	.0176
Greece.....Dr.	1.	.193	.0731	.0697
Norway.....Kr.	1.	.268	.1794	.1750
Sweden.....Kr.	1.	.268	.2675	.2580
Denmark.....Kr.	1.	.268	.2029	.2013
Japan.....Yen	1.	.498	.5512	.5413
India.....R.	1.	2s.	.2953	.2972
United States.....\$	1.	\$1.00	1.1250	1.1218
Argentina.....Pes.	1.	.965	.8212	.8049
Brazil.....Mil.	1.	.4850	.1575	.1542
Roumania.....Lei	1.	.193	.0181	.0181
Jamaica.....£	1.	4.86	4.4296	4.4398
Shanghai, China.....Tael	1.	.631	.7706	.7544
Batavia, Java.....Guilder	1.	.402	.3768	.3758
Singapore, Straits Settlements.....\$	1.	.49	.5203	.5188
Barbados.....\$	1.	1.	.91½-.94	.91½-.94½
British Guiana.....\$	1.	1.	.91½-.94	.91½-.94½
Trinidad.....\$	1.	1.	.91½-.94	.91½-.94½
Dominica.....\$	1.	1.	.91½-.94	.91½-.94½
Grenada.....\$	1.	1.	.91½-.94	.91½-.94½
St. Kitts.....\$	1.	1.	.91½-.94	.91½-.94½
St. Lucia.....\$	1.	1.	.91½-.94	.91½-.94½
St. Vincent.....\$	1.	1.	.91½-.94	.91½-.94½
Tobago.....\$	1.	1.	.91½-.94	.91½-.94½

INVOICE REQUIREMENTS OF THE COLONY OF SIERRA LEONE

The following information respecting invoice requirements of Sierra Leone has been supplied by the Colonial Secretary's office:—

“Invoices should show the cost of goods, freight and charges, cost of packages, discount—whether trade or cash—and the rate of exchange if values are not in sterling. Only one copy of invoice is required but it should be signed by a responsible member of the firm supplying the goods. The exporters' invoice is usually accepted, although in cases of doubt as to the value of goods, manufacturers' invoices are occasionally requested.

“Certificates showing origin of goods are not necessary provided there are no infringements of the provisions of the Merchandise Marks Ordinance of 1889, which is similar to the Act in force in the United Kingdom.

“There are no special regulations regarding bills of lading or marking of packages.

“With respect to parcels received by post, customs duties are collected by the postal authorities. The value, description, and net weight are required on the postal declaration.”

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

2984. **Fancy, bag, case, and strap leathers.**—A Liverpool firm are interested in offers of the above.

2985. **Cattle.**—A Liverpool firm are prepared to act as agents for the sale of cattle on shippers' account.

2986-2987. **Cattle.**—Two Birkenhead firms are prepared to act as agents for the sale of cattle on shippers' account.

2988. **Butter.**—A Hull firm ask to be placed in touch with exporters of the above.

2989. **Canned salmon.**—A London firm of general merchants and exporters wish to import Canadian canned salmon, and in that regard to effect a connection with Canadian packers and shippers.

2990. **Fruits and foodstuffs.**—A Canadian commencing business in Glasgow asks to be placed in touch with Canadian firms desiring representation here for fruits and foodstuffs of all kinds.

2991. **Maple cream.**—A firm in Manchester wish to purchase maple cream; must be pure and free from syrup or glucose.

2992. **Wood products.**—Manufacturers' agent in Glasgow, with some years' Canadian experience, desires to represent in this country Canadian woodenware manufacturers.

2993. **Resin, turpentine.**—An American corporation is in the market for resin, turpentine, and turpentine oils. Samples, prices, and other details must be submitted with first letter. Considerable quantities will be required, provided suitable arrangements can be made.

2994. **Goods for Brazil.**—A prominent Brazilian firm of importers and exporters, owning their own plantations and maintaining their own warehouses in Para and other cities, desire to receive offers and quotations from Canadian firms who are in a position to export the following lines in large quantities: perfumery, cotton-wools, dry-goods, all classes of iron and steel products, and earthenware. Communications are also invited from firms dealing in other standard Canadian products of any kind for which there is likely to be a demand in Brazil. First-class references provided.

Miscellaneous Inquiries from Japan

2995. **Machinery and special appliances for naval arsenals.**—A Britisher, long resident in Kobe, and well connected with the authorities of the naval arsenals in Japan, would be glad to act as sole agent for any Canadian concern manufacturing machinery or any special appliances used in naval arsenals or on naval ships, such for instance as mechanical devices for use in the culinary department, viz., meat slicers, bread cutters, potato peelers, bread mixers and bakers, washing machines, etc. Catalogues, price lists, and full particulars are requested.

2996. **Druggists' requisites.**—A large foreign drug company of Kobe would be glad to hear from Canadian manufacturers of rubber hot-water bottles and other druggists' sundries made of rubber. The same firm would be glad to receive catalogues from Canadian wholesale drug companies in a position to make shipments to Japan as well as manufacturers interested in shipping druggists' requisites.

2997. **Confectionery.**—A British concern of Kobe, specializing in the sale of drugs, is interested in Canadian confectionery to be put up in fancy boxes of one and two-pound sizes. Prices and samples requested.

2998. **Bicycle spokes.**—An import and export company in Kobe would be glad to hear from Canadian manufacturers of bicycle spokes, quoting prices and sending samples.

2999. **Aeroplane accessories.**—A British concern long established in Japan would be glad to hear from Canadian manufacturers of aeroplane supplies.

3000. **Bicycle accessories.**—An import and export house located in Kobe are interested in the import of bicycle accessories of all kinds, and would be glad to hear from Canadian manufacturers, quoting prices, etc.

3001. **Machinery.**—An old-established British concern with head office in Osaka are interested in the import of all kinds of heavy machinery used in shipyards, lumber mills, etc. Catalogues and price lists are requested, as nothing can be done without them. It was stated that although business might not be possible at the present time, yet if catalogues are on hand business might be put through at any time.

3002. **Lumber.**—The lumber department of one of the largest and oldest established British institutions in Kobe is anxious to hear from Canadian exporters of Douglas fir prior to cabling for quotations on specified requirements.

3003. **Lumber.**—A British firm in Kobe would be glad to hear from Canadian exporters of Douglas fir as well as spruce lumber used in the construction of aeroplanes. It was stated that after preliminary correspondence quotations could be cabled for when desired.

3004. **Wood paving blocks.**—A firm specializing in the import of lumber of all kinds would be glad to receive samples and prices of creosoted wood paving blocks. Japanese are now building many new roads, and it is considered possible that there is a market for Canadian paving blocks, providing that prices and the quality of the lumber will meet home competition.

3005. **Douglas fir, cedar planks and logs.**—One of the largest and best established firms in Kobe are in the market for Canadian Douglas fir, red cedar planks, and wood similar to what is called in America "Port Oxford cedar logs."

3006. **Lumber.**—An old-established Japanese firm would be glad to hear from Canadian shippers of Douglas fir and cedar planks. After preliminary correspondence, explaining what position they are in for making speedy shipments at competitive prices, such inquiries could be handled by cable.

3007. **Papers.**—An old-established concern in Kobe would be glad to hear from Canadian exporters of all kinds of paper. Samples and prices should be submitted at once.

3008. **Pulp and paper.**—A large American concern is in a good position to handle Canadian paper and pulp. Samples and prices if sent will be immediately worked upon.

3009. **Machinery.**—A large import house of American origin would be glad to hear from Canadian manufacturers of heavy machinery with a view to extensively representing such firms in Japan. Catalogues and full particulars are requested.

3010. **Asbestos.**—An old-established Kobe concern, with head office in Holland, would be glad to hear from Canadian asbestos mines with a view to handling their sales in Japan. Prices and full particulars.

Miscellaneous Inquiries from Yugoslavia

The following inquiries have been received from Trade Commissioner L. D. Wilgress. See report on Openings for Canadian Trade in Yugoslavia by Mr. Wilgress on page 711 of this number of the *Weekly Bulletin*.

3011-3012. **Agricultural machines.**—Two firms of agricultural machinery dealers at Zagreb, Yugoslavia, would be interested to receive particulars from Canadian exporters of this line.

3013. **Agricultural implements.**—A firm in Zagreb, Yugoslavia, would be interested to hear from Canadian suppliers of ploughs, spades, shovels, axes, and all lines of agricultural implements.

3014-3015. **Agricultural machinery.**—Two firms in Zagreb, Yugoslavia, would be interested to receive particulars from Canadian exporters of agricultural machinery and implements.

3016-3018. **Agricultural machinery.**—Three co-operative societies in Yugoslavia are desirous of receiving particulars from Canadian exporters of agricultural machinery and implements.

3019. **Motor cars.**—A firm at Zagreb, Yugoslavia, would be pleased to consider offers from Canadian exporters of motor cars and trucks.

3020. **Motor cars.**—A dealer in motor cars and accessories in Zagreb would be interested to hear from Canadian exporters of these lines.

3021. **Tractors.**—A firm in Zagreb, Yugoslavia, are interested in the importation of tractors.

3022. **Small flour-milling outfits.**—The leading co-operative society in Serbia is desirous of securing particulars from Canadian firms in a position to supply small flour-milling outfits.

3023. **Iron and steel.**—A leading firm at Zagreb, Yugoslavia, would be interested in receiving particulars from Canadian exporters of all kinds of iron and steel, structural iron, etc.

3024. **Machinery.**—A leading firm dealing in metals and machinery at Zagreb, Yugoslavia, would be interested in hearing from Canadian suppliers of different kinds of machinery suitable for Yugoslavia, such as agricultural machines, flour-milling machinery, saw-milling and woodworking machinery, and other lines of industrial equipment.

3025-3028. **Hardware and metals.**—Four firms in Zagreb, Yugoslavia, would be interested to hear from Canadian suppliers of hardware, iron and steel and other metal lines.

3029. **Provisions, manufactured goods.**—A firm in Dalmatia are desirous of receiving particulars from Canadian exporters of provisions and manufactured goods suitable for that market.

3030. A Sarajevo firm of commission agents would be interested to hear from Canadian exporters desirous of developing trade with Yugoslavia.

3031. **Motor cars.**—A dealer in Ljubljana, Yugoslavia, would be interested to receive particulars from Canadian exporters of motor cars, trucks and accessories.

3032. A firm in Belgrade, Yugoslavia, are desirous of receiving particulars from Canadian exporters interested in the trade with that market.

3033. An importing organization in Dalmatia would be interested to receive particulars from Canadian firms desirous of developing trade with that market.

3034. **Railway material, etc.**—A firm of British nationality carrying on a commission and general business at Belgrade, Yugoslavia, would like to get in touch with Canadian exporters of railway material, agricultural machinery and implements, and other lines of manufactured goods suitable for the Yugoslav market.

3035. **Provisions, textiles, manufactures.**—A Britisher in business at Zagreb, Yugoslavia, is desirous of getting in touch with Canadian exporters of provisions, textiles, and other lines of manufactured goods suitable for that market.

3036. A firm in Dalmatia would be interested to hear from Canadian exporters desirous of developing trade with that market.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Montreal

TO LIVERPOOL.—*Canadian Raider*, Canadian Government Merchant Marine, Ltd., about May 4; *Minnedosa*, Canadian Pacific Ocean Services, Ltd., about May 6; *Canada*, White Star-Dominion Line, about May 7; *Metagama*, Canadian Pacific Ocean Services, Ltd., about May 10; *Vedic*, White Star-Dominion Line, about May 14; *Victorian*, Canadian Pacific Ocean Services, Ltd., about May 20; *Megantic*, White Star-Dominion Line, about May 21; *Melita*, Canadian Pacific Ocean Services, Ltd., about May 28.

TO LONDON.—*Vasconia*, Cunard Line, about May 3; *Bosworth*, Canadian Pacific Ocean Services, Ltd., about May 6; *Verbania*, Cunard Line, about May 10; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about May 11; *Dunbridge*, Canadian Pacific Ocean Services, Ltd., about May 14; *Wyncote*, Furness Line, about May 16; *Oristano*, Furness Line, about May 20; *Vennonia*, Cunard Line, about May 21.

TO GLASGOW.—*Cassandra* Anchor-Donaldson Line, about May 6; *Pretorian*, Canadian Pacific Ocean Services, Ltd., about May 7; *Canadian Otter*, Canadian Government Merchant Marine, Ltd., about May 21; *Tunisian*, Canadian Pacific Ocean Services, Ltd., about May 26; *Saturnia*, Anchor-Donaldson Line, about May 27.

TO ROTTERDAM.—*Lord Downshire*, Head Line, about May 20.

TO HAMBURG.—*Lord Downshire*, Head Line, about May 20.

TO HAVRE.—*Georgie*, Fracanda Line, about May 25.

TO BORDEAUX.—*Georgie*, Francanda Line, about May 25.

TO AVONMOUTH DOCK.—*Canadian Commander*, Canadian Government Merchant Marine, Ltd., about May 4; *Cornishman*, White Star-Dominion Line, about May 7; *Concordia*, Cunard Line, about May 10; *Bothwell*, Canadian Pacific Ocean Services, Ltd., about May 14.

TO CARDIFF AND SWANSEA.—*Canadian Trooper*, Canadian Government Merchant Marine, Ltd., about May 14.

TO MANCHESTER.—*Manchester Port*, Manchester Liners, about May 12; *Manchester Exchange*, Manchester Liners, about May 26.

TO HULL.—*Tamaqua*, Furness Line, about May 11; *Wyncote*, Furness Line, about May 16; *Oristano*, Furness Line, about May 20.

TO LEITH AND NEWCASTLE-ON-TYNE.—*Cairnross*, Thomson Line, about May 8; *Cairnmona*, Thomson Line, about May 15; *Cairngowan*, Thomson Line, about May 22; *Scatwell*, Thomson Line, about May 29.

TO NORWEGIAN PORTS.—*Drammensfjord*, Norwegian-American Line (Canadian Pacific Railway Agents), about June 25.

TO BELFAST AND LONDONDERRY.—*Melmore Head*, Head Line, about May 20; *Dunaff Head*, Head Line, about May 25.

TO DUBLIN AND CORK.—*Ramore Head*, Head Line, about May 20; *Dunaff Head*, Head Line, about May 25.

TO SOUTHAMPTON AND ANTWERP.—*Scandinavian*, Canadian Pacific Ocean Services, Ltd., about May 13; *Sicilian*, Canadian Pacific Ocean Services, Ltd., about May 21; *Corsican*, Canadian Pacific Ocean Services, Ltd., about May 27.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO SOUTH AFRICA (Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay).—*Kaduna*, Elder-Dempster Line, about May 6.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Kia Ora*, New Zealand Shipping Co., about May 14; *Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about May 28.

TO MONTEVIDEO, BUENOS AIRES AND ROSARIO.—*Hesperus*, Houston Line, about May 25.

TO RIO DE JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Hasione*, Houston Line, about May 20; *Canadian Seigneur*, Canadian Government Merchant Marine, Ltd., about May 28.

TO BARBADOS, TRINIDAD AND DEMERARA.—*Canadian Trader*, Canadian Government Merchant Marine, Ltd., about May 7; *Canadian Farmer*, Canadian Government Merchant Marine, Ltd., about May 18.

TO HAVANA (CUBA).—*Canadian Miner*, Canadian Government Merchant Marine, Ltd., about May 19.

TO ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about May 6.

TO INDIA AND FAR EASTERN PORTS.—*Borderer*, Ellerman Bucknalls Line, about May 7; *Canadian Leader*, Canadian Government Merchant Marine, Ltd., about May 11.

From Quebec

TO LIVERPOOL.—*Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about May 11; *Empress of France*, Canadian Pacific Ocean Services, Ltd., about May 24.

From Halifax

TO LIVERPOOL.—*Sachem*, Furness, Withy & Co., about May 9 (via Newfoundland).

TO BRITISH WEST INDIES.—*Chaudiere*, Royal Mail Steam Packet Company, about May 13.

TO ST. JOHN'S (NFLD.).—*Sable I.*, Farquhar & Co., every Saturday; *Rosalind*, Red Cross Line, about May 19.

TO WEST COAST NEWFOUNDLAND.—*Stella Maris*, Farquhar & Co., Ltd., about May 3.

From Vancouver, B.C.

TO SYDNEY AND MELBOURNE.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 15.

TO SINGAPORE AND CALCUTTA.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about May 10.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Centurion*, Harrison Direct Line, about May 22.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUSTRALIA AND NEW ZEALAND.—*Niagara*, Canadian-Australasian Royal Mail Line, about May 7; *Makura*, Canadian-Australasian Royal Mail Line, about June 4.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, Canadian Pacific Ocean Services, Ltd., about May 26.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, Canadian Pacific Ocean Services, Ltd., about May 10.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 898.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson and L. D. Wilgress, Canadian Government Trade Commissioners, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion, London.*

United States.

Frederic Hudd, Acting Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile: Valparaiso, British Consul General.	Peru: Lima, British Vice-Consul.
Colombia: Bogota, British Consul General.	Portugal: Lisbon, British Consul.
Ecuador: Quito, British Consul General. Guayaquil, British Consul.	Spain: Barcelona, British Consul General. Madrid, British Consul.
Egypt: Alexandria, British Consul General.	Sweden: Stockholm, British Consul.
India: Calcutta, Director General of Commercial Intelligence.	Switzerland: Geneva, British Consul.
Mexico: Mexico, British Consul General.	Uruguay: Monte Video, British Vice-Consul.
Panama: Colon, British Consul. Panama, British Vice-Consul.	Venezuela: Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

- The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.
The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.
The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.
-

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Canadian Banks: Their Part in Export Trade
Canada's Trade with U.S.A.: Illustrative Graph
Condition of Condensed Milk Trade in England
Dumping of Paper into the United Kingdom
Directions of the Export Trade of Germany
India as a Market for Railway Equipment
Import Prohibition of Fruits into Australia
Canadian Trade Summary: Fiscal Year, 1921
Invoice Requirements of the French Republic
Important Inquiries for Canadian Products

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA
THOMAS MULVEY
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

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WEEKLY BULLETIN

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Ottawa

Monday, May 9, 1921

No. 901

BANKS AND EXPORT TRADE

CONTRIBUTED BY G. F. TOWERS, SUPERINTENDENT, FOREIGN TRADE DEPARTMENT,
THE ROYAL BANK OF CANADA

The part taken by banks in export trade can be classified under two main heads:—

- (1) The extension of credit.
- (2) The provision of service.

(1) *The Extension of Credit.*—Exceptionally strong exporters and foreign trade financing corporations, such as several now being organized in the United States, are able to operate without the aid of bank credit, but the average firm doing an export business has to rely on discounting at least a percentage of its drafts on foreign firms, since such paper given to the bank on a collection basis involves the tying up of capital for some period. The development of a firm's export business probably depends, therefore, on the stand taken by its bank on the subject of discounts. Here the Canadian exporter will find himself as well served as the exporters of any other country. Firms whose banks have refused to take their drafts on other than a collection basis might feel disposed to question this statement. A grasp of the principles which govern discounts, stamping one man's requests reasonable, another's unreasonable, would remove many sources of misunderstanding and disappointment in this connection.

The drawer's financial resources, the drawee's strength and integrity, and the merchandise evidenced by the shipping documents attached, are the securities to each draft discounted.

It is obvious that drafts drawn on houses with a reputation for living up to their engagements are more satisfactory than those on firms whose record is not so high. The credit information received will influence the bank's action.

The longer the time drafts have to run, the greater is the chance for some loss to befall the firms concerned. Long term drafts, therefore, involve the greater risks, and, in addition, tie up funds which are supposed to be liquid. When credits of six months or longer are extended by buyers to sellers, it is not the function of a bank to advance the money. That this is a case for investment capital, not banking capital, has been recognized by the organization of corporations such as we have referred to above, who plan to obtain the funds for long credits through the medium of bonds sold to the investing public. Ninety days' sight drafts are the longest which a bank will usually discount.

In the case of documentary drafts, which constitute the vast majority of those discounted, the bank is protected by possession of the merchandise until acceptance has added the drawee's name to the bank's security. If the goods covered by the draft are high priced, or if they are articles for which the market is very narrow, they are not as satisfactory a security as a staple commodity; even staple commodities are not entirely adequate security in times such as the present. A shipment of goods, refused by the buyer, may have to be sold at a sacrifice to avoid excessive warehouse charges in some foreign country. This places the discounting bank in a weak position, unless its power of recourse to the maker is certain to be productive of satis-

factory results. The capital of the drawer is, then, the principal security behind every draft discounted. Canadian firms with adequate resources will always find Canadian banks prepared to assist them in their legitimate foreign business.

Sales under confirmed letters of credit established by foreign importers are naturally highly satisfactory to the Canadian exporter, who is enabled to obtain cash for his goods and to avoid any responsibility for non-payment of his drafts by the drawees. On account of their intimate business relations with firms abroad, the foreign branches of Canadian banks are often able to assist in financing purchases in this way. Here the Canadian bank stands behind both the Canadian exporter and the foreign importer, guaranteeing payment to the one, assisting the other, and performing general service in the development of Canadian trade.

(2) *The Provision of Service.*—The service given by the bank in effecting collections abroad is highly important. Foreign laws, foreign customs, and the distance between seller and buyer, all make for difficulties. Efficient and intelligent collection service minimize the possibilities of loss to the exporter. Canadian bank branches abroad can be trusted to give such service; in places where no branches have yet been established, it is usual to find that the Canadian banks have correspondents of the highest standing. The alliances and working arrangements made by our banks with the best known institutions of the world, are a cause for a congratulation.

The latest development in the provision of service has been the establishment of Foreign Trade Departments by the leading banks. These departments assist the Canadian exporter to get in touch with good firms abroad, and place foreign buyers in communication with Canadian houses who can supply their wants. On request, they give advice and suggestions on export finance, provide up-to-date information on foreign markets and conditions, and render general service in every possible way.

NEW DOCKS FOR THE CLYDE

Major Gordon B. Johnson, Trade Commissioner in Glasgow, writes as follows under date April 6 on new dock enterprises on the Clyde:—

A Shieldhall and Renfrew docks scheme, which, when completed at an estimated cost of £280,000, will double the present accommodation on the river, was approved at a meeting of the Clyde Navigation Trustees yesterday.

The history of the scheme now approved dates back to 1899, but for various causes the buying of the necessary land and the carrying out of the project have been delayed, involving congestion in the existing dock facilities, which for years past have been too circumscribed.

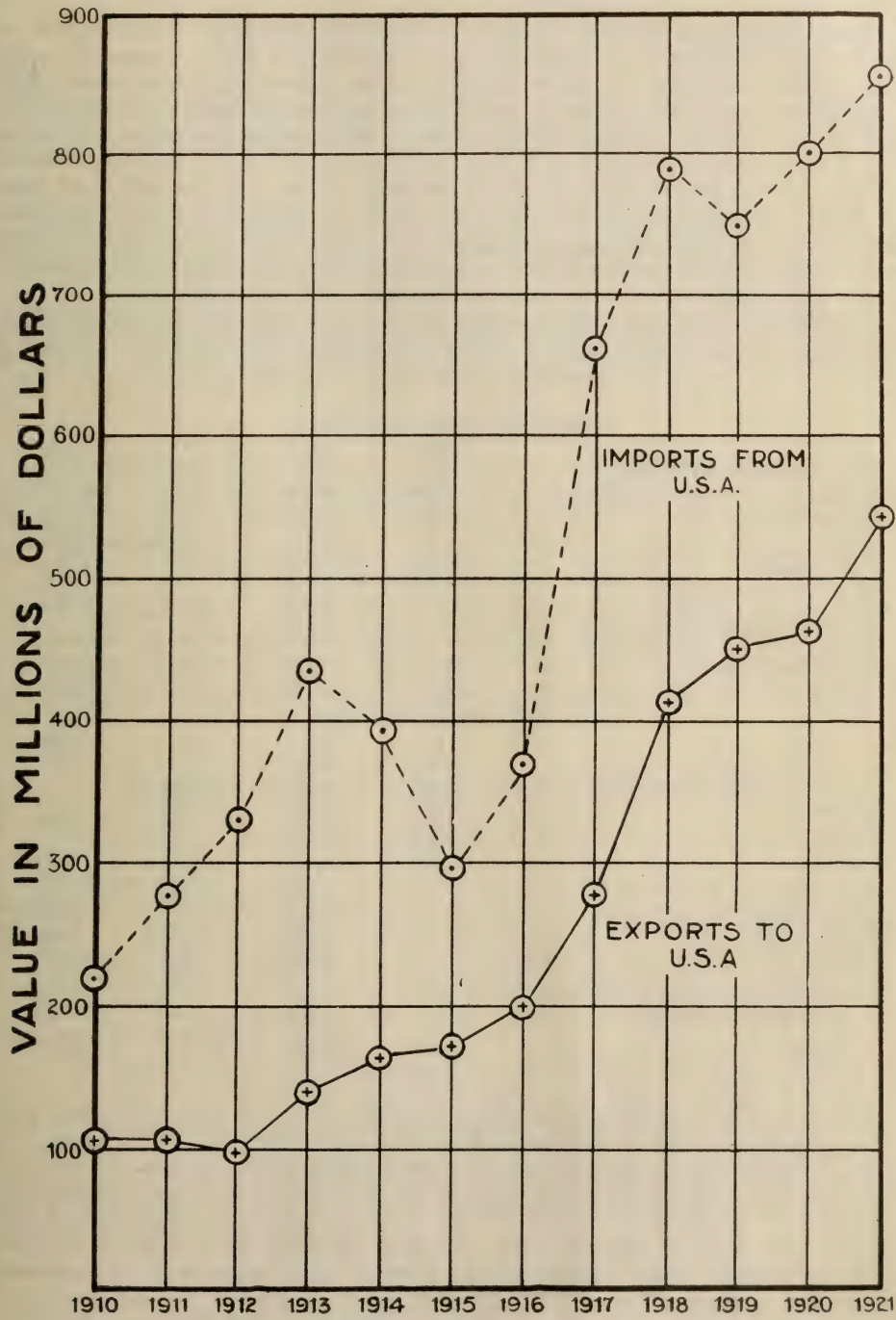
When the whole scheme is completed, and the trustees are under an obligation to finish the work in five years, over two miles of quayage will be added to the river frontage, and the present accommodation, exclusive of the accommodation in the river itself, will thereby be doubled.

The approval of this scheme indicates the rapid growth of this great port of Glasgow and faith in its future. With a population of one and a quarter million in the city itself, and, including the cities and towns upon and down the Clyde which are practically suburbs, a population of one and a half million, Glasgow's influence radiates all over Scotland and the north of Ireland. It is the import distributing centre for Scotland, in a lesser degree for the north of Ireland, and to some extent for parts of the north of England as well.

PREFERENTIAL TARIFF IN OPERATION IN SAMOA

The customs tariff in operation in Samoa provides for a preference of $7\frac{1}{2}$ per cent ad valorem on all dutiable imports from Canada and other parts of the British Empire, with the exception of tobaccos, on which there are specific duties. On other dutiable goods the rate to foreign countries is $22\frac{1}{2}$ per cent and to British countries 15 per cent.

CANADA'S TRADE WITH THE UNITED STATES, 1910-1921
(Fiscal Years ending March 31 of Each Year)



CONDITION OF THE CONDENSED MILK TRADE IN GREAT BRITAIN

TRADE COMMISSIONER J. E. RAY

Manchester, April 15, 1921.—A rather remarkable decline in the quantities of condensed milk imported by Great Britain, compared with 1919, is recorded in the official statistics relating to last year's imports, the respective figures being: 1919, 8,179,275 cwt.; and 1920, 1,978,511 cwts. There can be no doubt that during the latter part of 1920 the consumption diminished, mainly on account of larger supplies of fresh milk being available, and the lack of employment in the country generally by which the purchasing power of the people was reduced. As the supply of fresh milk is now increasing daily, and there is in sight an appreciable drop in its price, there is certain to be recorded a further decline in the present year's imports of condensed milk. Nevertheless, the demand in Great Britain is sure to be extensive. In prewar days the annual imports usually exceeded 1,000,000 cwts.

In order that Canadian manufacturers may be made familiar with the quantities imported, as well as the countries of origin, it is deemed advisable to quote statistics rather fully concerning purchases during the last few years.

IMPORTS (Not sweetened)

Countries of Origin	1913 Cwt.	1915 Cwt.	1917 Cwt.	1919 Cwt.
Norway.. . . .	35,782	21,896	6,788	2
Netherlands.. . . .	6,200	9,249	7,076	904
France.. . . .	738	3,477	430	3,607
Switzerland.. . . .	5,728	20,945	2,096	130
United States.. . . .	14	141,821	586,924	988,252
Other foreign countries.. . . .	1,546	1,938	641	135
Canada.. . . .	.....	77,590	15,496	40,349
Other British possessions.. . . .	.....	643	.....	6
Total.. . . .	50,008	277,559	619,451	1,033,385

IMPORTS (Sweetened, whole)

Countries of Origin	1913 Cwt.	1915 Cwt.	1917 Cwt.	1919 Cwt.
Norway.. . . .	18,943	18,595	83,349	.....
Denmark.. . . .	1,646	969	567	87
Netherlands.. . . .	88,269	99,770	184,135	48,402
France.. . . .	4,297	1,312	34	2
Switzerland.. . . .	364,872	374,642	10,774	937
Japan.. . . .	2,052	68	1,269	4
United States.. . . .	7	25,926	304,452	1,736,493
British India.. . . .	186	1,623	.....	206
Straits Settlements.. . . .	.....	3,875	3,405	340
Australia.. . . .	.....	8,028	51,107	15,374
New Zealand.. . . .	.....	1	7,055	9,840
Canada.. . . .	.....	.....	10,341	145,495
Other British possessions.. . . .	.....	1,422	175	1,875
Total.. . . .	481,435	544,908	658,146	1,964,063

In connection with the above tables, it might be stated that very small purchases were also made from Germany, Belgium, Spain, Italy and Hong Kong.

In perusing the statistics it will be observed that purchases from Canada are gratifying. From *nil* in 1913 and 1914 the imports of condensed milk unsweetened rose to 77,590 cwts. in 1915. In the following two years, however, they declined considerably, rose again in 1918, and fell once more in 1919. Statistics for last year are not forthcoming. Against the decline must be set the increase in purchases of sweetened condensed milk, which rose from *nil* in 1913-14-15 to 173,859 cwts. in 1918. In the following year, the quantity fell slightly, to 145,495 cwts. Statistics covering this item in the year 1920 are not yet published.

COMPETITION, METHODS OF PACKING, ETC.

As is fairly well known to Canadian manufacturers of condensed milk, there are scores of brands on the British market. The most popular brand, and the one enjoying the biggest sale probably in prewar days, was of Swiss origin; but so rapid and so extensive has become the sale of American brands, that the imports of the Swiss commodity declined from 370,600 cwts. in 1913 to 1,066 cwts. in 1919, while imports from the United States, as the foregoing statistics illustrate, rose during the same period from 21 cwts. to 2,724,745 cwts. It is thus apparent that Canada's chief competitor in the British market is her neighbour to the south.

CURRENT PRICES

Swiss condensed, sweet, is at present being sold by the wholesaler to the retailer at 59s. 6d. (\$14.48) per case of 48 one-pound tins, and £3 0s. 6d. (\$14.72) per case of 96 half-pound tins. It is understood that the price to the wholesaler is about 1s. 6d. (36 cents) below the above. "Ideal" is offering at 45s. (\$10.95) per case of 48 one-pound tins, and Libby's American sweet at 52s. (\$12.65) per case of 48 one-pound tins. Borden's sweet is offered at the same price as the last named. Other brands are selling from 45s. up to 48s. (\$10.95 to \$11.68).

CANADA AND THE BRITISH MARKET

In conversation with a number of merchants and brokers handling condensed milk, it was learned that the only hope Canadian manufacturers have of obtaining a larger share of the British trade is to appoint representatives, and to support them well by advertising.

BIG ISSUE BY CONDENSED MILK COMPANY

The directors of the Nestle and Anglo-Swiss Condensed Milk Company have called a meeting of shareholders to be held at Cham, Switzerland, for the consideration of a proposal to augment its share capital by the issue in England of two million cumulative preference shares of £1 each. The present capital is 160 million francs in fully-paid shares of 400 francs each.

DUMPING OF PAPER INTO THE UNITED KINGDOM

TRADE COMMISSIONER J. E. RAY

Manchester April 22, 1921.—The paper manufacturing industry of the United Kingdom is passing through a season of serious depression, and the mill-owners are perturbed by what they term the dumping of foreign paper into the British market. In opposition to the attitude of the manufacturers who are calling for temporary protection similar in character to that granted to the makers of dyes, there is a continuous press campaign, in which Lord Beaverbrook is taking an active part, against hampering the freedom of imports.

A few days ago, a question was asked in the House of Commons whether the President of the Board of Trade was aware that out of 48,000 employees in British paper mills, 26,201 are totally unemployed, and 16,103 are on part time, and whether this had been brought about principally by dumped imports of paper from Finland, Germany, Sweden and Norway, where the depreciated value of the currency enables those countries to quote prices delivered in England which are far below the manufacturing cost in British mills.

To this question the Financial Secretary to the Treasury replied that no doubt the conditions of unemployment had been accentuated by cheap imports from the countries named, but that the currency of Sweden had not depreciated as compared with sterling, and that the depreciation in the case of Norway was comparatively small.

At the annual dinner of the Associated Wholesale News Agents, Ltd., held yesterday, Lord Beaverbrook referred to the attitude of the paper manufacturers in the United Kingdom, and in the course of his remarks said: "The manufacturers are now charging 4d. (8 cents) per pound for newsprint under contracts, the price in the open market being 2½d. (5½ cents), and the difference to a newspaper with a large circulation was thousands of pounds per week. The manufacturers of newsprint not only wished to fix their price at 4d. per pound, but they also stated that the newspaper proprietor should not purchase paper from abroad." Lord Beaverbrook also stated that he had predicted a fall in the price of newsprint last year, and he predicted a further fall in the near future.

IMPORTS OF PAPER

The imports of paper for printing and writing (latter, large sheets) last year were 3,396,365 cwt., compared with 2,537,192 cwt. in 1919, and 3,631,062 cwt. in 1913. The chief contributing countries to this total last year were: Newfoundland, 1,100,834 cwt.; Norway, 594,532 cwt.; and Sweden, 532,115 cwt. Canada's contributions to the 1919 and 1913 totals were 308,928 cwt. and 58,452 cwt. respectively. Imports from Canada last year are not yet officially reported.

DIRECTIONS OF GERMAN EXPORT TRADE

TRADE COMMISSIONER HARRISON WATSON

London, April 14, 1921.—The London *Morning Post* publishes some interesting figures extracted from the details of German exports which have just been published by the German statistical office and cover the first nine months of the year 1920.

The figures reproduced, however, only relate to the first eight months, and compare the value of the exports to each country with those of the first eight months of 1913, and the figures in brackets represent the percentage of the whole exports for the period to the countries in question:—

	First Eight Months 1920	First Eight Months 1913
	Paper Marks	Gold Marks
Holland.....	8,645,000,000 (21.2)	462,400,000 (6.9)
Switzerland.....	3,728,100,000 (9.2)	357,400,000 (5.3)
Sweden.....	2,889,200,000 (7.1)	153,200,000 (2.3)
Norway.....	1,222,600,000 (3.0)	107,800,000 (1.6)
Denmark.....	2,505,500,000 (6.1)	189,000,000 (2.8)
Finland.....	700,000,000 (1.7)	65,000,000 (1.0)
Spain.....	1,023,800,000 (2.5)	95,400,000 (1.4)
Austria-Hungary (former territory).....	3,153,800,000 (7.8)	736,600,000 (10.9)
Balkans and Turkey.....	452,000,000 (1.1)	208,500,000 (3.1)
Russia and Poland (old territory).....	1,009,600,000 (2.5)	586,800,000 (8.7)
Great Britain.....	2,600,900,000 (6.4)	958,800,000 (14.3)
France.....	1,230,400,000 (3.0)	526,600,000 (7.8)
Belgium.....	1,267,200,000 (3.1)	367,300,000 (5.4)
Italy.....	1,192,500,000 (3.0)	262,300,000 (3.9)
Other European countries.....	2,084,200,000 (5.1)	40,600,000 (0.6)
United States.....	2,946,300,000 (7.2)	475,400,000 (7.1)
Other extra-European countries.....	4,073,200,000 (10.1)	1,137,900,000 (16.9)

It is extremely interesting to note that in 1920 no less than 21.2 per cent of German exports found an outlet in Holland, or about three times the prewar quantity, and that substantial increases are also credited to Switzerland, Sweden, and Denmark.

Upon the other hand, Great Britain's share was about cut in half, with the result that what was the most important market for German goods in 1913 has now fallen to sixth place.

It is also pointed out that German exports to Entente countries, which in 1913 contributed 31.4 per cent of the total, had fallen to 15.5 per cent.

THE NATIONS' FOOD EXHIBITION, LONDON, 1922

Under the auspices of the International Trade Exhibitions, Limited, in conjunction with the Trades' Markets and Exhibitions, Limited, it is intended to hold a great Food Exhibition at Olympia, London, in September, 1922. The exhibition will embrace, as well as all branches of foodstuffs and their preparation, all accessories connected with their manufacture and distribution. It will also contain exhibits of machinery connected with the manufacture of foodstuffs, such as refrigerating apparatus, cooking utensils, etc. Manufacturers will be enabled, if they so desire, to have working exhibits or model factories installed. Under certain conditions, they will also be at liberty to sell or give away samples of their manufactures. Tariff charges for space will vary from 6s. to 12s. per square foot, according to position. The offices of the proposed exhibition are at Broad Street House, New Broad Street, London, E.C.2.

INDIA AS A MARKET FOR RAILWAY STORES

H. R. POUSSETTE, DIRECTOR, COMMERCIAL INTELLIGENCE SERVICE

[This is the tenth and concluding article of the series on the Markets of India and the Middle East. The following are the articles which have been already published with the numbers of the Bulletin in which they appeared: Provisions (No. 892); Wood and Timber and Paper (No. 893); Agricultural Machinery (No. 894); Iron and Steel Products (No. 895); Machinery and Parts and Mill Stores (No. 896); Electrical Machinery and Automobiles (No. 897); Hardware and Paints (No. 898); Leather, Boots and Shoes, and Wearing Apparel (No. 899); and Miscellaneous Products (No. 900).]

[It should be noted that the nominal value of the rupee is now 2 shillings, or one-tenth of the gold contents of a sovereign. Its actual present value is about 1s. 4d. to 1s. 5d.; just over a year ago it was 2s. 10d. A lac of rupees is 100,000 rupees, and is written 1,00,000; a crore equals 100 lacs. In India the rupee is divided into 16 annas, and the annas are further subdivided into 4 pice and 12 pies. In Ceylon the rupee is divided decimally. One rupee is equivalent to \$0.324 at par of exchange. The pice is equivalent to \$0.0048 Canadian currency at par of exchange. The pie is equivalent to \$0.0016. One anna, which equals 12 pies or 4 pices, is valued at par of exchange \$0.02.]

The majority of railways in India are either owned or controlled by the State, although those which come under the latter category are still managed through their own home boards of management located in London. The State railways purchase their requirements through the India Office, the practice being to make up annual indents and forward them to this office, which purchases the stores from United Kingdom manufacturers whenever such is possible. The lines worked by companies and those which are under private control are managed, as a rule, through their boards of management in London, and it has been the practice to purchase their requirements in stores at headquarters in that city.

A committee has recently been sitting to inquire into the practicability of the railways purchasing their stores more largely in India, and it is understood that recommendations have been made by it that if possible this procedure should be adopted. The railways complain that they have not sufficient funds to keep their equipment in proper running order.

Owing to the deterioration of equipment which has taken place since the commencement of the war, and the fact that replacements have been made on an entirely inadequate scale, Indian railways are very urgently in need of enormous quantities of all classes of supplies, and without doubt rolling stock more than any other. The

visitor hears on every side of the congestion which apparently reigns on most of the Indian systems, and it is affirmed that it would be practically useless for India to increase her production until the railways are in a position to handle it adequately.

In connection with the question of railway stores, the following remarks are taken from the speech of Major-General Freeland, agent of the Bombay, Baroda and Central India Railway, who presided at the Indian Railway Conference held at Simla about the middle of October, 1920. Amongst other things he said: "I think you will agree with me that since this time last year, the general conditions of railway maintenance and operation have not greatly altered for the better. Reconstruction and the supply of new equipment have been delayed by the fierce competition all over the world, by the shortage in shipping, and by labour difficulties in England, and it is as necessary as it was a year ago, to make up our deficiencies in rolling stock, and in running, marshalling, and terminal facilities by improved methods of working."

PROSPECTS OF RAILWAY DEVELOPMENT

Referring to prospects of development, Major-General Freeland said: "As was to be expected, the moment conditions of war were thought to have passed away, a constantly increasing pressure was brought to bear on the railways to revert to their pre-war practice without delay and to effect a rapid improvement on the 1914 standard of transportation. That this would be so was foreseen, and such steps as were permissible under the existing system of annual budget grants were taken to place orders for material and new equipment both in England and in India. Unfortunately the whole world has suffered and every country was in violent competition for the supply of manufactured material—steel in particular. Frequent strikes and labour unrest in England slowed down the output of the workshops there, and shipping during 1919 at any rate was very short, consequently much of the materials and stores ordered immediately on the conclusion of the war for the reconstruction of our railways was not forthcoming within the period for which the grants have been made. There is no getting away from that. Furthermore, it is only fair to recognize that the purchasing power of money is barely half what it was in 1914. If £12,000,000 was necessary for railway development then—and that be it remembered was inadequate for the needs of the country—it is necessary now to raise at least £24,000,000 to do the same work. Very much the same state of affairs exists as regards our annual revenue budget grants. From the financial point of view, has any plan been made to provide for renewal of locomotives, carriage and wagon stock, permanent way and bridges, which have been deteriorating steadily since 1914? I do not think so. Such renewals can only be carried out gradually. There are unmistakeable signs that our programme will be ruthlessly curtailed in the near future, because it would be difficult to raise money, and because no reserve fund was created during the last few years to meet the renewals which would obviously have to be undertaken sooner or later, if railways were not to be closed down.

"The only way to put matters right is the adoption of a more liberal and flexible financial policy in future. It is most distinctly contrary to the interests of India as a whole, to her trade, her education, and her industrial welfare if, because it is a lean year, or because money cannot be raised except at a higher rate of interest than is in keeping with past practice, our revenue and capital grants are to be curtailed for the next financial year. Such a policy is shortsighted in the extreme, for to curtail expenditure in one year will only accentuate the difficulties in the next."

The Hon. Sir George Barnes, a Member of the Government of India, in the course of the same meeting said: "I rather gathered from what Major-General Freeland said, that he thought the Government if they wished could do more for railways in the way of finance and borrow more. I should like to tell all of you that we have borrowed all the money that we can. I think that you will agree that the terms which have been offered this year are as liberal as a solvent Government ought to offer. Six per cent free of income tax is, I should have thought, a tempting offer.

Now the present position is this. It is quite clear that India wants a great deal of money to spend on railways, both for open line and for new construction. It is quite clear that during the next two years we have got to pay off a very large amount of short term debt, something over Rs. 30 crores. That is within the next two years. Well, the deduction I am bound to grasp is this, and I am sorry to say, that our Finance Member has warned me on the subject, that there would be very little that he can give us for new railway construction. If we get enough to keep our open lines in order it is all that we shall get from the Government."

The quotations which have just been made throw considerable light on the necessities of Indian railways, and their present difficulties, especially those relating to finance. In view of the fact that the Indian railways make a handsome return on their capital, and provide a considerable source of revenue for the Indian Government, it is unfortunate that they should suffer so acutely from shortage of funds. There is little doubt that railway congestion is one of the most serious problems that India has to solve; but the solution can never be arrived at until there is sufficient supply of railway rolling stock and all the other material which is necessary to keep a railway system in efficient running order.

What has been written in these last paragraphs will give the Canadian manufacturer some idea of railway conditions as they exist in India at the present time. The railways have been so successful in the past, and have contributed so enormously to the prosperity and well-being of the people, that their necessities will have to be met, and there is no question but that very large supplies of material will have to be purchased within the next five years. Canadian manufacturers desirous of quoting for stores for the Indian railways should place themselves in touch with the India Office in London, and with the London offices of all the company-managed and privately-owned railways, in order that their names may be placed on the books of the respective offices as offering to quote on trade requirements. Railway wagons made in Canada have been received comparatively recently by one of the large Indian railways. To inquiries made as to whether these wagons were giving satisfaction, information was elicited that they had not been running a sufficient time to be thoroughly tested, but as far as experience had gone, they had proved to be quite satisfactory.

Railway carriages and wagons have been made under emergency conditions in India, and one Calcutta firm has erected shops for the purpose of building all classes of carriages and wagons, but it is understood that the plant has not yet been installed. It is also reported that one of the strongest and best-known manufacturers of railway rolling stock in England intend to erect branch works on a very large scale in India. With regard to the latter, while action seems to have been taken, no mention is made of it in the *Indian Investors' Year Book* for 1920. According to the head of one of the largest industrial concerns in the country, whatever manufacturing of railway material may be done in India, it will be necessary, at least for the present, to import tyres, springs and buffers, owing to the local difficulty of making steel castings.

There is a local demand for leather and cloth for upholstering carriages, and also for all classes of railway car hardware.

Rails are being rolled at the Tata iron and steel works up to 90 pounds, which is the standard weight for the standard gauge railways, and predictions are made that eventually these works, either by themselves or in combination with other works, will be able to supply the whole of India's needs, as well as those of neighbouring countries. These, however, are mere forecasts, and it is very doubtful if optimistic anticipations of this kind will be realized in the near future. The next few years will be crucial ones in the industrial history of India, and they will doubtless throw a great deal of light upon the possibilities of industrial expansion in that country within the next quarter of a century.

Canadian manufacturers of railway material would be well advised to lose no time in placing themselves in touch with the India Office and with the London offices

of the respective lines, so that they may be able to take full advantage of every opportunity which presents itself. Canada is very well equipped for the manufacture of railway rolling stock, for rails and other material, and with direct steamship connections, the greatest consideration should be given to prospects in the Indian market, and every effort made to secure a foothold. Probably the best course to pursue would be for manufacturers or their representatives to call at the London offices just referred to, as more can be done by direct personal effort than through correspondence.

IMPORTS OF EQUIPMENT

For the year ending 31st March, 1920, the total imports of railway plant and rolling stock are shown to have been valued at Rs. 4,58,72,000—a business of considerable importance. Of these, carriages and wagons represented no less than Rs. 3 crores. In addition to the returns just quoted, the Government of India imported railway plant and rolling stock in the same year to a value of Rs. 4 crores, of which carriages and wagons and parts thereof amounted to Rs. 3,58,00,000. Thus the total imports of rolling stock in 1919-20 was valued at over Rs. 7 crores. This item in the statistics is well worth the attention of Canadian manufacturers. The Chairman of the Railway Conference, as has been shown, referred to the fact that the delivery of orders is very much in arrears. In view of the fact that the United Kingdom has been passing through a series of labour crises, further accentuated by the miners' strike, it is likely that all orders will be still more behind hand, and for the completion of these firms within the Empire may find themselves in a preferential position. Canadian manufacturers should take immediate steps to secure a share of this trade, as there are numerous representatives of United States firms in India at the present time who are just waiting an opportunity to cut in.

As far as the manufacture of railway rolling stock in India is concerned, there is no need to be unduly concerned about it until it comes actually into operation and is fully tested by results. There is just a little doubt whether there is quite as much enthusiasm in regard to founding industries in India to-day as there was two years ago. Conditions were very different then and now. It is one thing to manufacture when cost is not a determining factor, and another when conditions are normal and competition is exceedingly keen. One large Indian firm stated that they were very anxious to secure an agency for electric power signalling apparatus, and they hoped that it might be possible to secure this in Canada. Their desire is to enter into competition with one of the large manufacturers of the United States, who have established a connection among railway companies in the peninsula.

SWEDISH AND EUROPEAN PAPER MARKET

The newsprint paper industry in Sweden is facing a most unsatisfactory situation at present. Foreign buyers are not willing to pay Swedish prices, and old customers in England and America are not sending in new orders. Frequent cancellations are reported. Since November 1, 1920, France prohibits the general importation of newsprint paper and has invested *La Société pour l'Approvisionnement de la Presse Française* (Society for Supplying the French Press) with the sole right to make importations. French consumers as a result pay a price corresponding to that of the French product.

In Switzerland the domestic paper industry has suffered seriously from the importation of German paper. It is reported that two well-known paper manufacturing firms, *Oser & Co.* and *Stöcklin & Co.*, Basel, have shut down. German prices are lower than the cost price of Swiss paper.

Swedish operators in 1920 made plans for a production of 175,000 tons of newsprint paper in 1921. They have been forced to curtail their estimate to about 125,000 tons. The exportation of wood pulp decreased to 8,800 tons in February, 1921, as compared with 38,400 in February, 1920, and 63,000 tons in December, 1920. The exportation of paper in February, 1921, was 13,600 tons, as compared with 20,300 tons in February, 1920.—*United States Commerce Reports.*

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Trade Conditions in New South Wales

Sydney, April 1, 1921.—A feeling of depression continues in most sections of the merchandise markets here. All departments handling imported lines are faced with falling prices, not so much as a result of present overseas conditions, but because of the effect of earlier speculations. Stocks bought at high prices have arrived in large quantities of late, and in many instances they cannot be adequately financed. Seldom, if ever, have the import markets been in such an unsatisfactory and precarious position. Many well-established firms, however, are showing their confidence in the future by refusing to meet what looks like an unavoidable slump in quotations. The unemployment problem continues to grow, and the actual distress is acute.

Mining in New South Wales

The prolonged strike at the Broken Hill silver-lead mines has been followed by the lack of demand for those metals. At a recent inquiry it was stated that Broken Hill could produce lead as cheaply as any other place in the world, and that under present conditions the lowest price at which lead could be profitably produced was £25 per ton. It is estimated that there are 14,000,000 tons of ore in sight in the Broken Hill mines, and that the faces are as rich as at any time in the history of the field. Experiments are now being made with a process which eliminates the necessity of smelting the ore, and which if successful will revolutionize the present method of treatment.

The embargo on the export of ore continues, but as the largest smelting works were recently destroyed by fire and will take some time to restore, representations are being made with a view of having the embargo removed.

The tin-mining industry is also under a cloud owing to the heavy decline in price. Australia produces about 5 per cent of the world's tin production, but at present nearly all the mines are shut down, as the present price of tin makes profitable mining impossible.

The gold-mining industry of Australia is also on the decline, owing to the increased cost of mining and the closing down of copper mines which produced an appreciable amount of gold.

Coal seems to be the only mining industry which shows an increase in production, last year's returns being much in excess of previous years. Much of this increase was due to the foreign demand for coal in the early part of 1920, but this has now lessened.

Port Kemble, New South Wales

Port Kemble, sixty miles south of Sydney, is rapidly becoming an important shipping centre. The breakwater is being extended, and is now so far completed that no difficulty is experienced in accommodating some of the largest vessels trading to Australia. The latest coal and coke loading appliances have been installed, and the speedy despatch of vessels is assured.

Large manufactories have been established in recent years, particularly in connection with the copper-smelting industry and its allied trades. Works are now being erected to treat phosphates from Nauru, the late German possession, over which Australia and New Zealand have obtained a mandate.

Paper Manufacture in Australia

Recent experiments in the making of paper pulp from Australian woods are said to have given most satisfactory results. The test, however, is merely a laboratory one, and there is much reason to doubt the commercial feasibility of such a proposition.

Australia, as compared with many other countries, is not heavily timbered. The majority of the woods grown are hardwoods, and softwood forms a comparatively small proportion of the whole. Owing to the inroads of the saw-mills and the gross waste of much valuable timber which has been burned to clear the land for agricultural purposes, Australian forests are a dwindling asset, which even the gains from reafforestation are a long way from offsetting.

Sydney Wool Sales

The quantity of wool offered this season has been very small as compared with normal times, and even as it is, there have been heavy withdrawals. There is no doubt that buyers do not hold orders sufficient to purchase the whole of the wools submitted, and faulty wools are particularly hard to place, even on a very low basis. Super-wools meet a ready market from Japanese purchasers, but prices for these well-grown wools have fallen greatly since early in the season. In view of the decline in prices, buyers are acting with great caution.

Manufacture of Electrical Appliances at Sydney

Works are now being erected at Sydney for the manufacture of alternating current electric motors of both constant and variable speed types and suitable for single and polyphase current. The motors will be manufactured to British designs and specifications, and exact duplicates of and interchangeable with those manufactured by a well-known English firm, who are establishing this branch at Sydney.

Another well-known English firm of switchgear manufacturers have also established works near Sydney, which will be capable of dealing with all phases of switchgear work.

Imports into New South Wales

The excesses in the value of imports over exports into New South Wales, which have marked the returns for each of the first six months of the financial year which will end on June 30, 1921, were broken in February, when the total of exports was shown at £5,122,487, and the imports at £4,457,405, these leaving a favourable trade balance of £665,082. The monthly excesses of values of imports over exports have ranged from £1,000,000 to £4,000,000, and it is hoped that the sharp and substantial contraction indicated by the February returns may be taken as an index that the peak of excessive imports has been passed.

Exports of New South Wales, 1919-20

A table of statistics of the principal exports of New South Wales for the year ending June 30, 1920, has been transmitted by Mr. Millin, and may be consulted by Canadian firms interested on application to the Department of Trade and Commerce, Ottawa (quoting file No. T.C.-2-119).

Wheat Prospects in New South Wales

Reports received from the agricultural districts indicate that farmers are very active in preparing land for the coming crop, and that an increased area of wheat will be sown. Conditions are more favourable at the present time than they have been for a number of years. The rains of the last few months thoroughly saturated the subsoil, and very recent rains over the whole of the wheat-growing districts have put the ground into most excellent condition for working.

SOUTH AFRICAN RAW MATERIALS FOR CANADIAN MANUFACTURERS

ASSISTANT TRADE COMMISSIONER P. W. WARD

PART II

South African Products for Canadian Consumers—*Concluded*

LIQUORICE ROOT

Until last year there was no surplus liquorice root for export, the root being grown only in two or three districts in Cape Colony, and in each case on only one individual farm. The cultivation is, however, extending, and several shipments have recently been made. The Department of Trade and Commerce, Ottawa, will be glad to supply medicinal or other manufacturers with the names and addresses of possible exporters.

COFFEE AND COCOA

In the adjacent territories of Angola (Portuguese West Africa), Northern Rhodesia, Nyasaland Protectorate and British East Africa the cultivation of coffee and cocoa is proceeding on rapidly extending lines. Recent London prices for African coffee (which prices may be looked upon as those at which purchases could be made in Canadian centres if direct shipments from Cape ports to Canadian Atlantic ports are available) were as follows:—

East Africa.. . . .	\$ 9 00 to \$17 00 per cwt.
Nairobi.. . . .	11 00 " 26 00 "
Uganda.. . . .	9 00 " 13 00 "
Bukoba Native.. . . .	8 00 " 9 50 "
Maramgu and Kilimanjaro.. . . .	9 00 " 19 00 "
Nyasaland.. . . .	10 00 " 24 00 "

East Coast and Uganda cocoa prices on the London market recently ran from \$10 to \$12 per cwt.

GROUND NUTS

Supplies of ground nuts are obtainable for direct shipment to Canada. Recent London prices, which would approximate the same cost to Canadian factories, were from \$65 to \$72 per ton.

BUCHU LEAVES

Buchu, or *Barosma Betulina* leaves, are an export herb which is becoming of increasing commercial value for medicinal purposes. Under distillation Buchu yields a resin and also a volatile oil. The leaves are carefully dried prior to shipment, and a recent analysis shows a percentage of 4.25 resin and 1.45 oil, calculated on the weight of the leaves. Patent medicine manufacturers and pharmaceutical houses are urged to look into the question of obtaining supplies of this herb from the South African market. The name and address of a reliable exporting house may be obtained from the Department of Trade and Commerce, Ottawa.

Prices during the present season will probably be as follows:—

Ground buchu.. . . .	\$1 25 per lb.
Over leaf buchu.. . . .	1 00 "

These prices are f.o.b. Cape Town.

TOBACCO

While Canada grows a number of varieties of tobacco, it is possible that certain varieties grown in South Africa may be of much value for blending purposes. Interested Canadian manufacturers are requested to consider this matter. The

Canadian Trade Commissioner, Cape Town, will be glad to secure samples and prices of particular varieties for Canadian manufacturers, if desired.

The forthcoming tobacco season in South Africa will be the best on record. It is expected that the price for first quality leaf will average 36 cents per pound.

OTHER PRODUCTS

Export products of South Africa and adjoining territory origin, of which particulars and prices may also be obtained through the Cape Town office, are as follows: Angora hair; asbestos (blue and crysotile); copra; gum animi; hippo teeth; kapok; rhino horns; tortoiseshell; whale oil.

THE SUGAR CROP OF THE WEST INDIES IN 1920

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, April 16, 1921.—In 1916 and 1917 the West Indies and British Guiana exported approximately 300,000 tons of sugar each year, inclusive of syrup. This figure fell off in 1918 about 50,000 tons, and in 1919 and 1920 about 40,000 tons. The estimated export crop for 1920 was placed at 271,318 tons, and though small gains above the estimates were made in St. Lucia and Barbados, and a considerable gain in Trinidad, the fall off in St. Kitts, Antigua, Jamaica and British Guiana reduced the return at the end of the year to 251,829 tons. From this it will be seen that the return has dropped back to nearly the prewar average, for a good season, of 240,000 tons, and that the hope held out in 1916 and 1917 for an increasingly greater export than 300,000 tons has not been realized. In future the looked-for increases in the West Indies must centre in Trinidad and Jamaica, in both of which colonies larger areas are being put under cane. The area under cane in British Guiana unfortunately seems to be growing less due to scarcity of labour, and though the colony, under favourable conditions, could supply the whole requirements of Canada for sugar, it is not probable that in increased production there will be any marked improvement in the near future.

The following statement will show the quantity of sugar exported last year from the various colonies, and an estimate from the Superintendents of Agriculture for the probable crop for export during the present year. These figures include syrup equated to sugar.

The value of the crop of sugar exported last year from the West Indies and British Guiana as furnished officially amounted to £14,751,879.

	Export 1920	Estimate 1921
Jamaica.. . . .	36,664 ton.	43,500 ton.
Trinidad.. . . .	49,977 "	50,000 "
British Guiana.. . . .	83,776 "	95,000 "
Trinidad.. . . .	49,977 "	50,000 "
Barbados.. . . .	51,805 "	35,000 "
Antigua.. . . .	13,789 "	10,175 "
St. Kitts.. . . .	10,406 "	10,000 "
Montserrat.. . . .	135 "	135 "
St. Lucia.. . . .	4,657 "	5,073 "
St. Vincent.. . . .	620 "	500 "
Total tons.. . . .	251,829	249,383

WEATHER CONDITIONS DURING GROWING SEASON OF 1920

Advices from the various colonies on general conditions during the growing season of 1920 should be of interest, showing the basis for the estimates made by the Superintendents of Agriculture of these colonies, as to the probable crop of sugar to be obtained from the canes now being harvested.

British Guiana.—Advices from British Guiana are to the effect that severe drought was experienced from June to November, but afterwards and to the end of the year conditions were favourable to the canes, and it is to be hoped that conditions will not have seriously affected the crop for the present year.

Trinidad.—The wet season did not begin as early as usual, and as a result growth started late. The rains, however, were well distributed when they came, and growth was rapid. The quantity of sugar for export will probably be about ten per cent greater than in 1920.

Jamaica.—The drought in this colony seems to have been unusually severe and the Agricultural Department states that the rainfall was the lowest for the past forty-eight years, and that the return of canes in certain areas will be very much below the normal.

Leeward Islands.—There will be less sugar exported from these islands during the present year by about 3,000 tons than was exported in 1920. Climatic conditions in St. Kitts are reported as not favourable for the production of an average crop of sugar, as in the latter part of the year the rainfall was light. Variable and unfavourable weather through the year was reported from Antigua, and no accurate forecast can be given as to the crop as the canes continue to be very backward. The crop will probably fall off 3,000 tons as compared with 1920.

Windward Islands.—St. Lucia reports weather favourable during the growing season and canes in good condition. A somewhat larger crop is anticipated in the present year than in 1920 by about 500 tons. Only syrup is exported from St. Vincent. In 1920 the export was 186,000 gallons, and the estimate is that in the present year the quantity will not exceed 150,000 gallons.

Barbados.—The Director of Agriculture reported early this year that, owing to the very dry weather which prevailed during the greater part of the sugar-cane growing season of 1920, and the present appearance of the canes, it is probable that the crop for export, including syrup, will be between 35,000 and 40,000 tons. The rainfall at the end of October was only 38 inches for the year as compared with a normal rainfall to that date of about 50 inches. The Customs returns place the value of the export of sugar and molasses for 1920 at £3,521,901, of which a table transmitted by Mr. Flood shows the important details as to quantity and direction of export. This table is on file at the Department of Trade and Commerce, Ottawa, and may be consulted on application (quote file No. T.C.-2-104).

IMPORTS OF REFINED SUGAR

It may be of interest to note that in 1913 the British West Indies imported 40,396 cwt. of refined sugar, of which 28,922 cwt. came from the United States and the balance from the United Kingdom. In 1918 that fell off to 8,603 cwt., nearly half of which was from the United States. The value of the import in this latter year was £15,762. Owing to improved machinery during the past few years, the West Indies have been able to manufacture crystals of superior quality, which has taken the place, to some extent, of refined sugar, and it is therefore probable that there will not be any great demand for refined sugar in these colonies in the future.

REGULATIONS OF BRITISH GUIANA UNDER THE PREFERENTIAL TARIFF

British Guiana has adopted new regulations governing the entry of goods under the preferential tariff recently adopted in pursuance of the 1920 Canada-West Indies Trade Agreement. The important feature of these regulations is the certificate of origin required to accompany shipments from Canada in order to entitle them to the 50 per cent tariff preference. The regulations are similar to those adopted some months ago by Trinidad and which were published in full in *Weekly Bulletin* No. 881, December 20, 1920. Copies of the regulations in question have been printed in leaflet form and may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

FISCAL AND TRADE NOTES FROM NORWAY

COMMERCIAL AGENT C. E. SONTUM

Norway's Trade Returns

Christiania, Norway, March, 1921.—From January, 1920, to January, 1921, imports decreased from 206 to 124 million kroner and exports from 86 to 68 million kroner. The decline in imports embraces practically all kinds of goods and commodities, with drapery showing the greatest falling off. The recession in exports is chiefly in fish and paper, and, to a lesser extent, wood and chemical products.

It may be presumed that imports will continue to decrease, at least as far as values are concerned, owing to the fact that prices are steadily falling and that the value of the Norwegian kroner is, though slowly, improving. An important factor in the situation is that, as consumers are buying only what is absolutely necessary, a continued recession in prices is confidently anticipated. A wave of economy has passed over the buying public, and they are now purchasing only cheaper qualities of goods, which of course has a strong reflex influence on import values. Further, the import prohibition still in force on all kinds of luxury has now become effective, as practically all goods ordered previous to the prohibition have now been imported, and no import licenses are granted for fresh orders.

The fall in the value of exported goods is, of course, chiefly due to decrease in quantity, but declining prices also are not without their influence on the statistics.

Commodity Price Index

The trade paper *Farmand* notes that the price index figures for March only show a decline of 2.7 against those for February, and makes the following comment: "After a violent fall in prices over a period of five months, the natural reaction has begun. The decline has come to a preliminary stop, but still we must go through a long process with falling retail prices and decrease in the cost of living and in labour wages. If this necessary process should be arrested, wholesale prices must rise, i.e., the Norwegian currency must again go down."

Norway's Wood Trade

Notwithstanding a number of inquiries, especially from England, for telegraph poles, and from Holland for pile work, there is practically no business doing. Buyers consider prices too high and point to Finland as an alternative market, where owing to low exchange value, timber is sold at considerably lower prices than those of her competitors.

Pulp and Paper

The wood-pulp market is absolutely lifeless, with no prospects of improvement. The mills have therefore decided to close down for one month beginning on April 9, after which suspension resumption of work will be on a scale dictated by the position of the market. Swedish producers are expected to follow the same policy as the Norwegian.

Norwegian exporters do not take an optimistic view of the paper market situation. Recovery is more of a hope than an anticipation, as the many inquiries made are with the object of sounding the market rather than with the intention of doing business. Notwithstanding the heavy drop in prices which has recently taken place, no improvement is likely until the present large stocks have been considerably reduced.

THE TRADE SITUATION IN BRAZIL

Major E. L. McColl, Canadian Trade Commissioner in Rio de Janeiro, writes as follows on business conditions in Brazil:—

The trade situation in Brazil during the month of March shows no improvement as compared with January and February.

It was anticipated that the valorization purchases of coffee by the Government would improve matters; but while these have raised the price, foreign purchases have not increased. The coffee buyers of the United States are reported to have four months' supply on hand and are holding off from further purchases. It was also believed that the success of the Sao Paulo loan would improve exchange, but neither the loan nor valorization purchases have had any ameliorative influence on the value of the milreis. The anticipated advance was not realized; in fact the milreis has fallen a little lower. During the last week in February quotations were from 6\$291 to 6\$495 to the United States dollar; for the last week in March they were 6\$530 to 6\$720.

Domestic trade, however, has slightly improved, though none is shown in foreign purchases. Orders from the hinterland have slightly increased. An increase in the taking up of due bills which have been renewed from time to time in the hope that exchange would improve, has also taken place, due no doubt to the fact that it is now recognized there are no substantial grounds for thinking that exchange will rise in the near future.

CANADIAN EXPORTS TO NEW ZEALAND DURING 1920

Mr. W. A. Beddoe, Canadian Trade Commissioner at Auckland, New Zealand, has transmitted a table giving details of the exports from Canada to New Zealand during 1920. The total for 1920 was valued at \$11,934,575, while that for the year ended 31st December, 1919, was \$8,111,170, showing an increase for 1920 over 1919 of \$3,823,405. This table, which shows not only the value of each line of imports into New Zealand from Canada but also the articles affected by and the value of the Canadian preference, together with a summation of increases and decreases, is on file at the Department of Trade and Commerce, Ottawa, where it may be consulted by interested Canadian exporters. (Quote file T.C.-2-111.)

PROHIBITION OF IMPORTATION INTO AUSTRALIA OF FRUIT, ETC

Mr. C. Hartlett, office of the Trade Commissioner, Melbourne, writes that under date of February 16, 1921, a proclamation was issued by the Commonwealth of Australia, under the Quarantine Act of 1908-20, which prohibits the importation into Australia of apple trees, pear trees, cherry trees, apricot trees, plum trees, quince trees, hawthorn trees, or any part thereof (including fruit), which were grown in any country in which pear blight or fire blight (*bacillus amylovorus*) exists.

Until proof to the satisfaction of the Australian Quarantine Department is furnished that the diseases referred to do not exist in Canada, no shipments of apples or other fruits indicated can be made to Australia.

The proclamation has been referred to the Fruit Division of the Department of Agriculture, Ottawa, with a view to obtaining an exemption for exporters of British Columbia apples to Australia.

SUMMARY OF THE TRADE OF CANADA: MONTH OF MARCH AND TWELVE MONTHS ENDING MARCH, 1921

(Compiled by External Trade Division, Dominion Bureau of Statistics)

Main Groups	Month of March, 1921			Twelve Months ending March, 1921				
	Total Imports	From United Kingdom		From United States	Total Imports	From United Kingdom		From United States
		\$	\$			\$	\$	
<i>Imports for Consumption</i>								
Vegetable Products.....	28,939,590	7,514,375		13,582,498	261,081,364	38,730,767		121,226,805
Animal Products.....	4,580,640	194,847		3,786,686	61,722,390	5,144,890		43,074,952
Fibres and Textile Products.....	12,641,734	4,943,356		5,565,208	243,608,342	111,328,091		101,758,005
Wood, Wood Products and Paper.....	3,912,231	275,707		3,496,670	57,449,384	3,144,574		32,360,465
Iron and its Products.....	15,511,137	1,125,493		14,196,965	245,626,453	16,698,065		226,862,465
Non-Ferrous Metal Products.....	3,945,887	313,172		3,491,831	55,553,152	6,680,965		45,868,622
Non-Metallic Mineral Products.....	15,786,255	646,746		14,388,470	206,095,113	9,178,403		188,484,295
Chemicals and Allied Products.....	2,266,480	254,757		1,768,813	36,334,612	6,037,185		26,787,896
All other Commodities.....	4,982,875	1,101,331		3,490,138	72,634,246	17,028,038		50,150,028
Total Imports, 1921.....	92,566,820	16,373,874		63,797,289	1,240,125,056	213,910,988		\$56,613,430
1920.....	112,509,319	25,460,316		94,557,271	1,004,528,123	126,362,631		801,097,318
1919.....	71,857,199	5,897,342		56,357,514	919,711,705	73,035,118		750,203,024
<i>Exports (Canadian Produce)</i>								
Total Exports	\$	To United Kingdom		To United States	Total Exports	To United Kingdom		To United States
		\$				\$		
Vegetable Products.....	27,140,241	9,401,248		9,296,976	482,924,672	141,341,101		147,083,435
Animal Products.....	7,922,449	2,475,422		4,485,793	188,359,937	91,291,301		75,751,046
Fibres and Textile Products.....	19,813,456	54,281		386,163	18,783,884	2,643,202		7,122,882
Wood, Wood Products and Paper.....	4,021,568	969,477		14,885,355	284,561,478	36,761,384		215,975,690
Iron and its Products.....	2,846,923	439,202		508,002	76,500,741	17,653,826		19,630,413
Non-Ferrous Metal Products.....	2,542,561	504,578		1,847,502	46,177,004	9,873,516		30,267,426
Non-Metallic Mineral Products.....	1,675,490	249,877		1,469,432	40,034,566	3,127,243		22,257,947
Chemicals and Allied Products.....	1,433,680	20,296		1,425,799	19,344,424	3,225,947		11,465,207
All other Commodities.....	68,092,428	114,422		767,415	32,476,995	6,925,401		12,750,410
Total Exports, 1921.....	93,132,859	14,248,803		35,072,447	1,189,163,701	312,842,921		542,304,456
1920.....	99,982,361	23,968,973		44,446,217	1,239,492,098	489,152,637		464,028,183
1919.....		41,908,644		37,086,020	1,216,443,806	540,750,977		454,873,170
<i>Exports (Foreign Produce)</i>								
Totals, 1921.....	1,375,447	55,158		1,116,638	21,264,418	1,383,800		18,378,969
1920.....	5,086,150	93,583		4,824,157	47,106,611	6,807,481		37,101,934
1919.....	6,855,115	741,734		5,861,320	52,321,479	20,088,139		22,822,489

INVOICE REQUIREMENTS AND CONSULAR REGULATIONS OF FRANCE

LT.-COL. HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

CERTIFICATE OF ORIGIN

Under a commercial convention between Canada and France, certain Canadian imports into France have the advantage of the French minimum tariff or other special rate of duty.

All goods enjoying the benefit of the French minimum tariff or any special rate of duty require a certificate of origin. The French Customs will accept a certificate of origin made before a board of trade, notary public, or a French consul. There is no special form authorized for this certificate, but the following would be acceptable:—

I, the undersigned (name and occupation) certify that the goods shipped to (name of consignee) under date of..... ex steamship (name of ship) of the (name of company) for delivery at (point of destination), being..... cases of (nature of merchandise) bearing numbersrepresenting a total of (weight) valued at \$..... are the products of Canada and were produced or manufactured by (name of manufacturer or producer).

Believing the above to be true, this certificate has been issued to meet the requirements of the law.

Signed at
(place and date)

(Sgd.)
(signature of exporter)

Sworn before me this..... day of..... 192 ..

Place.....

Signature.....
(Notary Public, Board of Trade or Magistrate)

Examined for the legalization of the signature of Mr..... by us,
Consul-General of France in Montreal.

.....
(place and date)

.....
(signature of consul)

The above form should be certified in duplicate and then sent to the nearest French consul for his visé. One copy is retained by the consul and the other one is returned to the shipper.

CONSULAR INVOICE REQUIRED

The French Customs, on account of the new turnover tax, also insist upon the production of a consular invoice for all goods shipped from Canada. By consular invoice is meant the invoice or copy of invoice of the exporting Canadian firm, certified by a French consul. Goods entering under a tariff other than the general will, therefore, require both the certificate of origin and consular invoice.

One of the conditions of the trade convention is that Canadian products affected shall be conveyed without transshipment to France from a Canadian port, or from a port of a country enjoying the French minimum tariff on the same goods. Particular attention should be paid to this clause, otherwise the general tariff would be applied.

METHODS OF SALE

It is of the utmost importance that sales in France should be made c.i.f. for obvious reasons: firstly, the purchaser has a more exact idea of the cost of his purchase; and secondly, it is a practical impossibility to make contracts for homeward freights in France.

It is of course necessary, under such circumstances, that a credit through a bank should be established in Canada, or through the medium of a Canadian bank in France.

MERCHANDISE MARKS ACT

The French regulations are very severe with reference to any mark appearing on merchandise which may falsely lead the consumer to believe that the same originated in France.

Should any article be imported into France bearing even a French word or the name of a French firm, the article is liable to confiscation by the Customs unless the marks in question should be qualified by an insertion in French, for example: "Importé du Canada".

MARKING OF TINS CONTAINING FISH

By French Government regulations, all tins or other receptacles containing fish must have the name of the country of origin indelibly stamped or embossed on such receptacles. The same regulations also apply to tins containing "Conserves de Légumes et prunes".

As regards fish, the regulations do *not* apply to lobsters, spiny lobsters, and crabs.

The characters employed to mark the country of origin should be in Latin type of at least one-sixth of an inch or 12-point.

During the war exceptions have been made in certain cases, but the exceptions are only temporary, and it is imperative that these regulations should be complied with.

French Customs Tariff

The French customs tariff is figured on two bases: the general tariff and the minimum tariff. The general tariff is applied to imports originating from countries having made no treaty arrangements with France, either on imports as a whole or on certain specified articles. Speaking generally, there are few countries (except Germany) which pay a general tariff on every article mentioned in the tariff.

As regards Canada, under the Franco-Canadian trade convention referred to elsewhere, certain articles are charged general tariff and others the minimum tariff. The same remarks apply to American imports into France. The "modus vivendi" now in force has of course modified to some extent the tariffs payable under the previous Franco-Canadian Convention. While France has shown a tendency to concede under treaty the minimum tariff to all articles imported from European countries, she has hitherto shown a decided objection to making the same concessions to overseas countries. For these, as in the case of Canada, a few selected articles only are allowed in the minimum tariff.

COEFFICIENTS OF INCREASE

Owing to the rise in prices of all commodities, the French Government, to maintain the same percentage of duties to values, has since the armistice increased the prewar duties by coefficients which vary from 1 to 9. The coefficients of increase were originally confined to the figures 1.1 to 3. Various increases have taken place, however, from time to time, and the highest coefficient in effect at the present moment is 9 (Vinegar, other than perfumed, Tariff No. 172). The next highest figure is 7.1 (Fans, others, Tariff 643). There are quite a number of coefficients exceeding the figure 3 and reaching well over the figure 6.

The cost of exterior packing is not liable to duty as in Canada, but interior packing, when of commercial value, is charged duty, not at the same rate as the merchandise, but upon the article itself; interior cartons are invariably subject to duty. In addition to customs duty, there is what is called a statistical duty, usually 20 centimes per package, and also a duty of 3.60 francs per 100 kilogrammes, when imports reach France through another European country. This tax is not applied when, for example, Canadian goods are shipped direct to a French port from the United States. In spite of the fact that the words "Reach France through a European country" are used, it would be preferable, in order to make the point clearer, to refer to the duty of 3.60 as the "Surtaxe d'entrepôt" which is applied to goods of extra-European origin, i.e., originating in countries outside Europe.

NEW TAX ON IMPORTS

A new tax is imposed upon imports, 1 $\frac{1}{10}$ per cent on the value of the goods (including customs duties, also consumption and circulation dues), when the goods imported originate in the country from which they are invoiced and exported direct, or 2.20 per cent when the goods are invoiced by a firm not established in the country of origin of the said goods and also having no branch or establishment of its own in France, and a certified invoice is required.

FRENCH RAILROAD RATES

By a series of new laws originating during the war and after, the rates of transportation in France in the month of February, 1920, were increased 153 per cent above prewar rates. This means therefore that for, say, 100 francs for a prewar consignment, the cost is now 253 francs. In France as in Canada the transportation rates are classified according to the nature of the goods, but no exceptional rates are made for imported goods. There are also reduced rates for carload lots on many commodities.

PACKING AND GUARANTEE AGAINST PILFERING AND DAMAGE

Shippers are strongly recommended to pay special attention to the packing of their shipments; a too rigid economy in this respect is likely to be regretted. Merchandise should firstly be protected against possible damage by salt or fresh water, secondly against breakage, and thirdly against pilferage, which is only too common at the present time. In France at the present time cases may remain weeks and even months in the ports insufficiently protected from damp, rust, and pilferage. For case goods, it is strongly recommended that the cases should be secured by iron bands, and machinery should be well greased before packing. The risk of breakage of fragile machinery, furniture, and such like should be avoided by very careful packing.

SPECIFICATION FOR CUSTOMS

The customs duties in France being specific, are not ad valorem. This with a very few exceptions, such as chemical products and certain volatile oils, essences and synthetic perfumes (Ex. 112 and Tariff 112 bis); ferro-vanadium (Tariff 205 bis); gluea, also gelatine in powder and paste (Tariff Nots. 324, 325, 326, 326 bis and 326 ter.); twist drills (Tariff No. 537); pianos, organs, harmoniums, phonographs, gramophones, discs, etc. (Tariff Nos. Ex 604); motor cars weighing less than 2,500 kilogrammes, also rims (jantes) for motor cars of the same weight (Tariff Ex 614 bis). It is indispensable that the shipper should provide his customer with a detailed specification of gross and net weights, not for the whole consignment, but for each package individually. Such a procedure will obviate the unpacking and weighing of every package in a consignment, thereby saving time and money.

In the event of any one package containing a diversity of articles paying different rates of duty, the separate net weight of each article should be specified. It is further desirable that the weight should be given in French kilogrammes; for example, 100 pounds equals 45.4 kilogrammes, 1,000 pounds 454 kilogrammes.

GOODS AND SAMPLES SENT TO FRANCE BY LETTER POST

The British Chamber of Commerce at Paris calls the attention of traders to the fact that considerable trouble, annoyance and loss of time is experienced by the recipients in France of letters, registered or not, containing, or supposed by the customs authorities to contain, goods of a dutiable nature, either samples or ordinary consignments of small quantities of merchandise. Any such packages or envelopes are held up by the postal authorities and handed over to special customs officials, who write to the addressees requesting them to call at certain offices for the parcels or

envelopes in question, to be opened in their presence with a view to the levying of duties, if any of the contents thereof are dutiable or subject to taxation. Needless to add that the offices in question are usually overcrowded, and that considerable time is lost in making several visits with a view of getting possession of such letters or packages. Moreover, when such consignments of goods by letter post, registered or unregistered, are thus sent with a view to avoiding the duties due on same, a fine is often levied, which fine may be very heavy indeed on articles of even little value.

Traders are therefore cautioned to send all such consignments by parcel post with the usual customs declarations accompanying same, subjecting them to proper customs examination and to the proper duties on the said goods, unless it is a case of obvious samples of no saleable value whatever sent by sample post, open for inspection and of a nature which, under no circumstances, nor even by an exaggerated conception of the regulations, can be considered by the customs officials as liable to duty; for, needless to say, conditions in France at the present time are such as to render the severest application of existing regulations and fines possible on the least pretext, and if regulations are incontestably infringed, redress is now hopeless in the prevailing economic budgetary crisis.

"COMBINATION PACKAGES" PERMISSIBLE FOR POSTAGE TO BRITISH HONDURAS, JAMAICA, BRITISH GUIANA, AND NICARAGUA

The Post Office Department have authorized postmasters to accept "Combination packages," which comply with section 96, page 23, of the *Canada Official Postal Guide*, 1920, for transmission to British Honduras, Jamaica, British Guiana and Nicaragua.

In order that Canadian exporters may be fully informed, the section of the *Post Office Guide* referred to is quoted below:—

"In case where the sender especially desires that a letter relating to a package of third-class matter (samples, printed matter, etc.), sent by post should reach the addressee at the same time as the package, he may, if he so desires, after prepaying the letter at letter rate of postage, attach it to the package prepaid at third-class matter rate of postage, on condition that he assumes any risk that there may be of the letter being delayed in this way or of it being lost through becoming detached. It is to be noted that when a letter is attached to such a package, both must be intended for delivery to the same address, and the attached letter must be prepaid at letter rate. A postmaster accepting a packet with a letter attached must satisfy himself that each item is correctly prepaid and must effectively cancel all the postage stamps.

"The permission to attach a letter to a packet of third-class matter applies to packets addressed to the United States as well as to those for delivery within Canada."

CANADIAN VERSUS SWEDISH DOORS IN THE BRITISH MARKET

TRADE COMMISSIONER J. E. RAY

Manchester, April 19, 1921.—Several firms have been interviewed to-day for the purpose of ascertaining with what success the recently imported Canadian doors are meeting. It is understood that while there may always exist a fair demand for the better class doors made in Canada and the United States, the cheaper doors imported from Norway and Sweden are favoured with a brisker and more general demand, not only because of the advantage in price, but also on account of their more acceptable designs.

This contention appears to be generally maintained, as the following extract from the current issue of the *Timber Trades Journal* expresses views similar to those of the firms interviewed: "Although of superior quality, pine doors from transatlantic

sources of supply are, we understand, at the present moment hard to sell, the cheaper Swedish productions being more easily disposable. Owing to the present building operations, it would be natural to expect an active demand for the standard size of doors, but we hear that the trade still remains quiet and the orders are few, and for actual requirements only. The slow sale of American and Canadian doors may be due to our conservatism in favour of the mortise and tenon construction and our prejudice against the dowelled doors, which are held in America to be much stronger, and in every respect more satisfactory. It is held that the hardwood dowel holds the stiles and rails firmly together, and makes a stronger door, and also avoids any weakening of the joint which sometimes accompanies the mortise and tenon."

It is apparent that Canadian manufacturers would be well advised to study the designs most popular in the United Kingdom, particulars of which have been frequently submitted to the Department of Trade and Commerce, Ottawa, and also endeavour to bring their prices nearer to those quoted by their Swedish competitors.

AUSTRALIAN CUSTOMS DECISIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 28, 1921.—Under recent by-laws issued by the Department of Trade and Customs, the following are added to the list of material and articles which may be imported into Australia at reduced rates of duty if used in the manufacture of specified goods, or for specified purposes, within the Commonwealth:—

Minor Articles for Use in the Manufacture of Goods Within the Commonwealth

(Provided security is given by the owner that such will be used for that purpose only, and that evidence of such use be given to the satisfaction of the collector within six months, or such further time as the collector may allow, after delivery by the Customs.)

Confectionery—

White tissue paper used for wrapping boxes containing confectionery.

Hosiery (textile)—

Paper cones.

Electro-plate ware—

Nickel silver wire.

Cricket balls—

Woollen cordage.

Locomotives—

Lubricators—"Detroit" pattern.

Hats and caps—

Bands, external, and galloons, plain, in one colour, in the piece or cut to length, to be used in the manufacture or renovation of hats.

Books—

Fibre board.

Muntz metal nails for attaching sheathing to wooden vessels, piles and the like.

Machine Tools and Parts

(But not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machines.)

Chocolate refining—

Disc mills.

Textile working—

Lags for use in mungo, flock, or rag picking machines.

Felt (textile)—

Roller felting or hardening machine, pricking or needleing, shredding machine.

Knitted goods (textile)—

Brushing machine.

Leather working—

Blades for leather shaving machines.

Metal working—

Drilling machines (except vertical or upright drilling machines under 15-inch centre, and radial drilling machines, power driven).

Machine Tools and Parts—Concluded

Textile working—

- Carpet fabric cutting machine.
- Rug clipping machine, hand.

Miscellaneous—

- Multiplex printing telegraph equipment.
- Turbine centrifugal fat extractors.
- Cuber machine for the manufacture of cake foods for cattle, sheep, etc.

The above specified "minor articles and machine tools and parts" are now admitted (for the purposes specified) free of duty if from the United Kingdom, and at the rate of 10 per cent ad valorem if from any other country, including Canada.

TENDERS INVITED**Australia**

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railways Department, Melbourne, and by the New South Wales Government Railways and Tramways. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer file No. 20603).

Tenders in conformity to the specifications should be promptly addressed, respectively, to the Secretary, Victorian Government Railways, Melbourne, Australia, and to the Agent General of New South Wales, 123 Cannon street, London, E.C., England.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAYS

No.	Date of Closing	Particulars
33759.	June 22, 1921.	Supply and delivery of 32,000 steel spring washers for $\frac{1}{2}$ -inch fishbolts, as specified.
34069.	June 22, 1921.	Supply and delivery of mechanical woodworking machine, including tools, gears and accessories, as specified.
34071.	June 22, 1921.	Supply and delivery of axle journal lathe, including tools and accessories, and arranged for motor drive, as specified.
34072.	June 22, 1921.	Supply and delivery of lifting magnet and motor generator, complete with control apparatus, as specified.
34028.	June 29, 1921.	Supply and delivery of the following belt driven machines: lathe, capstan lathes, shaping machine, slotting machine, universal radial, drill, universal sharpening machine, twist drill grinder, and bench drill, as specified.
34070.	June 29, 1921.	Supply and delivery of three industrial storage battery trucks and one set of battery charging equipment, including tools, accessories and spares, as specified.
34084.	June 29, 1921.	Supply and delivery of 2,000 gallons insulating varnish, 500 gallons thinning material, 1,000 pounds impregnating compound, and 500 pounds blending compound, as specified.
34097.	June 29, 1921.	Supply and delivery of 20 tons copper rod, to sizes and as specified.
N.S.W. GOVERNMENT RAILWAYS AND TRAMWAYS		
26/21.	(as early as possible)	Supply and delivery of 3,178 steel plates, as specified. Approximate value, £16,000.
28/21.	(as early as possible)	Supply and delivery of one single pulley horizontal milling machine; two centre lathes; two modern gear driven self acting shaping machines; and two modern slotting machines, as specified; approximate value, £7,610.

It is suggested that a duplicate copy of tenders and illustrations in connection with schedule No. 28/21 (machines) be also sent direct to the Chief Mechanical Engineer, New South Wales Government Railways and Tramways, Sydney, Australia, as these supplies are ultimately to be selected by that officer.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MAY 4, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending May 4; those for the week ending April 27 are also given for the sake of comparison:—

		Parity.	Week ending April 27, 1921	Week ending May 4, 1921
Britain	£	1.00	\$4.86	\$4.4229
France	Fr.	1.	.193	.0848
Italy	Lira	1.	.193	.0546
Holland	Florin	1.	.402	.3920
Belgium	Fr.	1.	.193	.0849
Spain	Pes.	1.	.193	.1563
Portugal	Esc.	1.	1.08	.1048
Switzerland	Fr.	1.	.193	.1953
Germany	Mk.	1.	.238	.0176
Greece	Dr.	1.	.193	.0697
Norway	Kr.	1.	.268	.1750
Sweden	Kr.	1.	.268	.2580
Denmark	Kr.	1.	.268	.2013
Japan	Yen	1.	.493	.5413
India	R.	1.	2s.	.2972
United States	\$	1.	1.00	1.1218
Argentina	Pes.	1.	.965	.8049
Brazil	Mil.	1.	.4850	.1542
Roumania	Lei	1.	.193	.0181
Shanghai, China	Tael	1.	.631	.7544
Batavia, Java	Guilder	1.	.402	.3758
Singapore, Straits Settlements	\$	1.	.49	.5188
Jamaica	f	1.	4.86	4.4398
Barbados	\$	1.	1.	.91½-.94½
British Guiana	\$	1.	1.	.91½-.94½
Trinidad	\$	1.	1.	.91½-.94½
Dominica	\$	1.	1.	.91½-.94½
Grenada	\$	1.	1.	.91½-.94½
St. Kitts	\$	1.	1.	.91½-.94½
St. Lucia	\$	1.	1.	.91½-.94½
St. Vincent	\$	1.	1.	.91½-.94½
Tobago	\$	1.	1.	.91½-.94½

SWISS FARM-IMPLEMENT MARKET DISCOURAGING

A report from Zurich, under date of February 14, published in the *United States Commerce Reports*, that local stocks of agricultural machinery and farm implements are claimed to be sufficiently large to cover the entire demand of Switzerland for years. The border warehouses, too, are stocked, and what sales are made from time to time are done so at very low prices.

Swiss manufacturers during the war increased their output considerably, as the warring countries, with the exception of the United States, were unable to export machinery of this type. Since the Armistice the rate of exchange in Switzerland has been favourable to neighbouring countries and has had the effect of overcrowding the Swiss market with farm machinery. Last year the imports from Germany alone were about three times the size of the imports from that country in normal years.

Swiss import figures for the first six months of 1920 give the total value of \$898,825 for agricultural machinery and farm implements, while the United States is credited with \$208,491 of this amount and Germany with \$632,451.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

Food Products

3037. **Canned Fruits.**—A London firm with Continental agencies invite quotations for Canadian canned fruits from packers.

3038. **Lobsters.**—A Swedish firm of exporters and importers desire to act as representatives for Canadian firms engaged in the canning of lobsters. References given.

3039. **Flour, butter, cheese.**—Prominent firm of Jamaican importers desire to receive communications from Canadian exporters who are prepared to give them the exclusive agency in Jamaica for the following: flour, butter, cheese, and other articles in the grocery, provision, and kindred lines. Terms, cash in exchange for bill of lading in Jamaica, on arrival of the goods. Best references.

3040. **Barley grain.**—A Swiss firm requires 2,000 to 3,000 tons of barley grain, first quality, for the manufacture of beer. Two samples must be submitted with quotation, each sample weighting one pound.

3041. A firm of importers and exporters in Jamaica wish to get into touch with Canadian firms interested in the import of grape fruit, oranges, coconuts, and other tropical and semi-tropical products. They also desire to form connections with firms engaged in the export of flour stuffs, cod and pickled fish.

Miscellaneous Inquiries

3042. **Water-closet seats.**—A Liverpool firm are in the market for 50,000 water-closet seats, single and double. Full particulars with samples asked for.

3043. **Overmantles.**—A Liverpool firm ask to be placed in touch with exporters of the above.

3044. **Mouldings and skirtings.**—A Liverpool firm ask to be placed in touch with exporters of mouldings and skirtings.

3045. **Broom handles.**—A Liverpool firm ask for quotations on broom handles, 48 inches by 1½ inch by 1¼ inch, in 200 gross lots.

3046. **Coal.**—A Liverpool firm of coal exporters to Continental points wish to get in touch with Canadian shippers with a view to possible business. Prices are asked for on 7,000-ton lots c.i.f. West Italy, Dalmatian ports, French Atlantic ports, and Scandinavia, together with the qualities and analyses of the coals.

3047. **Food products, labour-saving devices, and wood-pulp.**—A firm with head office and warehouse in London and branches in Birmingham, Bristol, Southampton, and Edinburgh, and consequently possessing facilities for storing, packing, and distributing, while they claim a connection with important buyers, invite correspondence from Canadian manufacturers and others seeking representation. The firm are specially interested in food products, patent labour-saving devices, and wood-pulp

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Montreal

TO LIVERPOOL.—*Metagama*, Canadian Pacific Ocean Services, Ltd., about May 10; *Vedic*, White Star-Dominion Line, about May 14; *Victorian*, Canadian Pacific Ocean Services, Ltd., about May 20; *Hoerda*, Canada Steamship Lines, agents, about May 21; *Megantic*, White Star-Dominion Line, about May 21; *Melita*, Canadian Pacific Ocean Services, Ltd., about May 28.

TO LONDON.—*Verbania*, Cunard Line, about May 10; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about May 11; *Porsanger*, Canada Steamship Lines, agents, about May 14; *Dunbridge*, Canadian Pacific Ocean Services, Ltd., about May 14; *Wyncote*, Furness Line, about May 16; *Oristano*, Furness Line, about May 20; *Vennonia*, Cunard Line, about May 21; *Grey County*, Canada Steamship Lines, agents, about May 28.

TO GLASGOW.—*Canadian Otter*, Canadian Government Merchant Marine, Ltd., about May 21; *Tunisian*, Canadian Pacific Ocean Services, Ltd., about May 26; *Saturnia*, Anchor-Donaldson Line, about May 27.

TO ROTTERDAM.—*Mercer Victory*, Rogers & Webb (Rob. Reford, agents), about May 12; *Lord Downshire*, Head Line, about May 20; *Western Plains*, Rogers & Webb (Rob. Reford, agents), about May 25; *Haslehurst*, Rogers & Webb (Rob. Reford, agents), about May 30.

TO AVONMOUTH DOCK.—*Bothwell*, Canadian Pacific Ocean Services, Ltd., about May 14; *Concordia*, Donaldson Line, about May 15; *Turcoman*, Dominion Line, about June 8.

TO CARDIFF AND SWANSEA.—*Canadian Trooper*, Canadian Government Merchant Marine, Ltd., about May 14.

TO MANCHESTER.—*Manchester Port*, Manchester Liners, about May 12; *Manchester Exchange*, Manchester Liners, about May 26; *Manchester Corporation*, Manchester Liners, about June 2.

TO HULL.—*Tamaqua*, Furness Line, about May 11; *Wyncote*, Furness Line, about May 16; *Oristano*, Furness Line, about May 20.

TO LEITH.—*Cairnmona*, Cairns-Thomson Line, about May 15; *Cairngowan*, Cairns-Thomson Line, about May 22; *Scatwell*, Cairns-Thomson Line, about May 29.

TO BELFAST AND LONDONDERRY.—*Melmore Head*, Head Line, about May 20; *Dunaff Head*, Head Line, about May 25.

TO DUBLIN.—*Melmore Head*, Head Line, about May 20; *Dunaff Head*, Head Line, about May 25.

TO HAVRE.—*Kamarima*, Fracanda Line, about May 25.

TO BORDEAUX.—*Georgie*, Fracanda Line, about May 25.

TO NORWEGIAN PORTS.—*Drammensfjord*, Norwegian-American Line (Canadian Pacific Railway Agents), about June 25.

TO HAMBURG.—*Mercer Victory*, Rogers & Webb (Rob. Reford, agents), about May 12; *Lord Downshire*, Head Line, about May 20.

TO ANTWERP.—*Scandinavian*, Canadian Pacific Ocean Services, Ltd., about May 13 (via Southampton); *Sicilian*, Canadian Pacific Ocean Services, Ltd., about May 21 (via Havre); *Western Plains*, Rogers & Webb (Rob. Reford, agents), about May 25; *Corsican*, Canadian Pacific Ocean Services, Ltd., about May 27; *Haslehurst*, Rogers & Webb (Rob. Reford, agents), about May 30.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO NEWCASTLE-ON-TYNE.—*Cairnmona*, Cairns-Thomson Line, about May 15; *Scatwell*, Cairns-Thomson Line, about May 29.

TO SOUTH AFRICA (Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay).—*Kaduna*, Elder-Dempster Line, about May 10.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Kia Ora*, New Zealand Shipping Co., about May 14; *Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about May 28.

TO MONTEVIDEO, BUENOS AIRES AND ROSARIO.—*Hesperus*, Houston Line, about May 25.

TO RIO DE JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Hazione*, Houston Line, about May 20; *Canadian Seigneur*, Canadian Government Merchant Marine, Ltd., about May 28.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Farmer*, Canadian Government Merchant Marine, Ltd., about May 18.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about May 24.

TO HAVANA (CUBA).—*Canadian Miner*, Canadian Government Merchant Marine, Ltd., about May 19.

TO ST. JOHN'S (NFLD.).—*Mapledawn*, Canada Steamship Line, about May 15; *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about May 27.

TO INDIA AND FAR EAST PORTS.—*Canadian Leader*, Canadian Government Merchant Marine, Ltd., about May 11.

From Quebec

TO LIVERPOOL.—*Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about May 11; *Empress of France*, Canadian Pacific Ocean Services, Ltd., about May 24.

From Halifax

TO LIVERPOOL.—*Sachem*, Furness, Withy & Co., about May 10 (via Newfoundland).

TO BRITISH WEST INDIES.—*Chaudiere*, Royal Mail Steam Packet Company, about May 13.

TO ST. JOHN'S (NFLD.).—*Sable I.*, Farquhar & Co., every Saturday; *Rosalind*, Red Cross Line, about June 4.

TO WEST COAST NEWFOUNDLAND.—*Stella Maris*, Farquhar & Co., Ltd., about May 17.

From Vancouver, B.C.

TO SYDNEY AND MELBOURNE.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 15.

TO SINGAPORE AND CALCUTTA.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about May 10.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Centurion*, Harrison Direct Line, about May 22.

TO KOBE, TAKU BAR, AND SHANGHAI.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUSTRALIA AND NEW ZEALAND.—*Niagara*, Canadian-Australasian Royal Mail Line, about May 7; *Makura*, Canadian-Australasian Royal Mail Line, about June 4.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, Canadian Pacific Ocean Services, Ltd., about May 26.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, Canadian Pacific Ocean Services, Ltd., about May 10.

TO KOBE, SHANGHAI, HONG KONG, AND MANILA.—*Robert Dollar*, Dollar Line, about May 24.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson and L. D. Wilgess, Canadian Government Trade Commissioners, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion London.*

United States.

Frederic Hudd, Acting Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul General.

Colombia:
Bogota, British Consul General.

Ecuador:
Quito, British Consul General.
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

India:
Calcutta, Director General of Commercial Intelligence.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto-Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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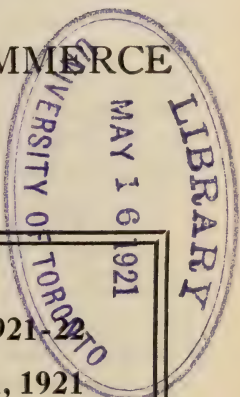
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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA



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Tests of B.C. Timbers by H.M. Board of Works
Present Position of the Fish Trade of France
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(Minister of Trade and Commerce)

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THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

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WEEKLY BULLETIN

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No. 902

DOMINION OF CANADA TARIFF CHANGES, 1921-22

The following are the provisions of the Customs Tariff Resolutions and the Resolutions affecting Excise Duties and The Special War Revenue Act, 1915, introduced in Parliament, and held to be in effect on and after May 10, 1921, except as to Resolution *re* marking of imported goods, effective from September 1, 1921:—

Resolutions

1. Resolved, That it is expedient to amend The Customs Tariff, 1907, by inserting the following section immediately after section 8:

8a. Notwithstanding anything in this Act, goods, other than tobacco, cigars, cigarettes, spirituous or alcoholic liquors and articles specified in Schedule A of The West Indies Trade Agreement Act, the produce or manufacture of

British Honduras;

Bermuda;

the Bahamas;

Jamaica;

Turks and Caicos Islands;

the Leeward Islands (Antigua, St. Christopher-Nevis, Dominica, Montserrat, and the Virgin Islands);

the Windward Islands (Grenada, St. Vincent and St. Lucia);

Barbados;

Trinidad and Tobago; and

British Guiana

when imported direct therefrom shall not be subject at any time to more than fifty per centum of the duties imposed on similar goods as set forth in the General Tariff under regulations by the Minister of Customs and Inland Revenue.

2. Resolved, That Schedule A to The Customs Tariff, 1907, as amended by Chapter 15 of the Acts of 1913, by Chapter 26 of the Acts of 1914, and by Chapter 5 of the Acts of 1914 (second Session) be further amended by striking thereout tariff items 20, 21, 22, 23, 39*b*, 77*a*, 101, 101*a*, 103, 104, 110, 111, 113, 134, 135, 150, 151, 153, 156, 159, 160, 162, 163, 164 and 165, the several enumerations of goods respectively, and the several rates of duties of Customs, if any, set opposite each of said items, and to provide that the following items, enumerations and rates of duties be inserted in said Schedule A:

SCHEDULE A

Tariff Items		British Preferential Tariff.	Intermediate Tariff.	General Tariff.
20	Cocoa paste or "liquor" and chocolate paste or "liquor," not sweetened, in blocks or cakes, per pound.....	4 cents.	5 cents.	5 cents.
21	Cocoa paste or "liquor" and chocolate paste or "liquor," sweetened, in blocks or cakes, not less than two pounds in weight, per pound.....	4½ cents.	5½ cents.	5½ cents.
22	Preparations of cocoa or chocolate in powder form.....	27½ p.c.	35 p.c.	35 p.c.
23	Preparations of cocoa or chocolate, n.o.p., and confectionery, coated with or containing chocolate, the weight of the wrappings and cartons to be included in the weight for duty, per pound.....	1½ cents.	1½ cents.	1½ cents.
39b	and	22½ p.c.	35 p.c.	35 p.c.
77a	Arrowroot, per pound.....	½ cent.	1½ cents.	1½ cents.
87a	Cocoa beans, not roasted, crushed or ground, per one hundred pounds.....	Free.	\$1.50	\$1.50
101	Onions in their natural state.....	Free.	30 p.c.	30 p.c.
101a	Oranges and lemons.....	Free.	Free.	Free.
101b	Shaddock or grape fruit, per one hundred pounds....	50 cents.	\$1.00	\$1.00
103	Limes.....	Free.	15 p.c.	15 p.c.
	Fruits preserved in brandy, or preserved in other spirits, and containing not more than forty per cent of proof spirit in the liquid contents thereof, per gallon.....	\$2.50	\$2.50	\$2.50
	and	30 p.c.	30 p.c.	30 p.c.
104	Fruits preserved in brandy, or preserved in other spirits, containing more than forty per cent of proof spirit in the liquid contents thereof, per gallon....	\$10.00	\$10.00	\$10.00
	and	30 p.c.	30 p.c.	30 p.c.
110	Cocoanuts, n.o.p., per one hundred.....	50 cents.	\$1.00	\$1.00
111	Cocoanuts, when imported from the place of growth, by ship, direct to a Canadian port, per one hundred.	Free.	75 cents.	75 cents.
113	Cocoanut, desiccated, sweetened or not, per pound....	5 cents.	6 cents.	6 cents.
134	All sugar above number sixteen Dutch standard in colour, and all refined sugars of whatever kinds, grades or standards, not covered by tariff item No. 135, when not exceeding eighty-eight degrees of polarization, per one hundred pounds.....	\$1.50	\$2.00	\$2.00
	when exceeding eighty-eight degrees but not exceeding eighty-nine degrees, per one hundred pounds	\$1.52	\$2.03	\$2.03
	when exceeding eighty-nine degrees but not exceeding ninety degrees, per one hundred pounds.....	\$1.54	\$2.06	\$2.06
	when exceeding ninety degrees but not exceeding ninety-one degrees, per one hundred pounds.....	\$1.56	\$2.08	\$2.08
	when exceeding ninety-one degrees but not exceeding ninety-two degrees, per one hundred pounds.....	\$1.59	\$2.12	\$2.12
	when exceeding ninety-two degrees but not exceeding ninety-three degrees, per one hundred pounds...	\$1.61	\$2.15	\$2.15
	when exceeding ninety-three degrees but not exceeding ninety-four degrees, per one hundred pounds....	\$1.63	\$2.18	\$2.18
	when exceeding ninety-four degrees but not exceeding ninety-five degrees, per one hundred pounds...	\$1.65	\$2.20	\$2.20
	when exceeding ninety-five degrees but not exceeding ninety-six degrees, per one hundred pounds.....	\$1.68	\$2.24	\$2.24
	when exceeding ninety-six degrees but not exceeding ninety-seven degrees, per one hundred pounds...	\$1.70	\$2.27	\$2.27
	when exceeding ninety-seven degrees but not exceeding ninety-eight degrees per one hundred pounds...	\$1.72	\$2.30	\$2.30
	when exceeding ninety-eight degrees but not exceeding ninety-nine degrees, per one hundred pounds....	\$1.79	\$2.39	\$2.39
	when exceeding ninety-nine degrees, per one hundred pounds.....	\$1.79	\$2.39	\$2.39
	Provided that refined sugar shall be entitled to entry under the British Preferential tariff upon evidence satisfactory to the Minister of Customs and Inland Revenue, that such refined sugar has been manufactured wholly from raw sugar produced in the British colonies and possessions, and not otherwise.			
135	Sugar above number sixteen Dutch standard in colour when imported by a recognized sugar refiner, for refining purposes only, under regulations by the Minister of Customs and Inland Revenue; and sugar n.o.p., not above number sixteen Dutch standard in colour, sugar drainings or pumpings			

SCHEDULE A—*Continued*

Tariff Items	British Preferential Tariff.	Intermediate Tariff.	General Tariff.
drained in transit, melado or concentrated melado, tank bottoms, sugar concrete, and molasses testing over fifty-six degrees and not exceeding seventy-six degrees, when not exceeding seventy-six degrees of polarization, per one hundred pounds.....	70 cents	\$1·16080	\$1·16080
when exceeding seventy-six degrees but not exceeding seventy-seven degrees, per one hundred pounds.....	70·75 cents	\$1·18366	\$1·18366
when exceeding seventy-seven degrees but not exceeding seventy-eight degrees, per one hundred pounds.....	71·5 cents	\$1·20652	\$1·20652
when exceeding seventy-eight degrees but not exceeding seventy-nine degrees, per one hundred pounds.....	72·25 cents	\$1·22938	\$1·22938
when exceeding seventy-nine degrees but not exceeding eighty degrees, per one hundred pounds....	73 cents	\$1·25224	\$1·25224
when exceeding eighty degrees but not exceeding eighty-one degrees, per one hundred pounds.....	73·75 cents	\$1·27510	\$1·27510
when exceeding eighty-one degrees but not exceeding eighty-two degrees, per one hundred pounds.....	74·5 cents	\$1·29796	\$1·29796
when exceeding eighty-two degrees but not exceeding eighty-three degrees, per one hundred pounds.....	75·25 cents	\$1·32082	\$1·32082
when exceeding eighty-three degrees but not exceeding eighty-four degrees, per one hundred pounds	76 cents	\$1·34560	\$1·34560
when exceeding eighty-four degrees but not exceeding eighty-five degrees, per one hundred pounds	76·75 cents	\$1·37038	\$1·37038
when exceeding eighty-five degrees but not exceeding eighty-six degrees, per one hundred pounds.....	77·5 cents	\$1·39516	\$1·39516
when exceeding eighty-six degrees but not exceeding eighty-seven degrees, per one hundred pounds.....	78·25 cents	\$1·41994	\$1·41994
when exceeding eighty-seven degrees but not exceeding eighty-eight degrees, per one hundred pounds.....	79 cents	\$1·44664	\$1·44664
when exceeding eighty-eight degrees but not exceeding eighty-nine degrees, per one hundred pounds	79·75 cents	\$1·47334	\$1·47334
when exceeding eighty-nine degrees but not exceeding ninety degrees, per one hundred pounds....	80·5 cents	\$1·50388	\$1·50388
when exceeding ninety degrees but not exceeding ninety-one degrees, per one hundred pounds.....	81·25 cents	\$1·53442	\$1·53442
when exceeding ninety-one degrees but not exceeding ninety-two degrees, per one hundred pounds.....	82 cents	\$1·56496	\$1·56496
when exceeding ninety-two degrees but not exceeding ninety-three degrees, per one hundred pounds.....	82·75 cents	\$1·59550	\$1·59550
when exceeding ninety-three degrees but not exceeding ninety-four degrees, per one hundred pounds	83·5 cents	\$1·62604	\$1·62604
when exceeding ninety-four degrees but not exceeding ninety-five degrees, per one hundred pounds.....	84·25 cents	\$1·65658	\$1·65658
when exceeding ninety-five degrees but not exceeding ninety-six degrees, per one hundred pounds.....	85 cents	\$1·68712	\$1·68712
when exceeding ninety-six degrees but not exceeding ninety-seven degrees, per one hundred pounds.....	85·75 cents	\$1·71766	\$1·71766
when exceeding ninety-seven degrees but not exceeding ninety-eight degrees, per one hundred pounds...	86·50 cents	\$1·74820	\$1·74820
over ninety-eight degrees, per one hundred pounds..	87·25 cents	\$1·83250	\$1·83250
Provided that all raw sugar, including sugar specified in this item, the produce of any British Colony or possession, shall be entitled to entry under the British Preferential tariff, when imported direct into Canada from any British country.			
Provided that sugar imported under this item shall not be subject to special duty.			
150 Lime juice and fruit juices, fortified with or containing not more than twenty-five per cent of proof spirits, per gallon.....	\$2·50	\$2·50	\$2·50
151 Lime juice and fruit juices, fortified with or containing more than twenty-five per cent of proof spirits, per gallon.....	\$10·00	\$10·00	\$10·00
and.....	30 p.c.	30 p.c.	30 p.c.
153 Lime juice, raw and concentrated, not refined, per gallon.....	Free	15 cents	15 cents
156 Ethyl alcohol, or the substance commonly known as alcohol, hydrated oxide of ethyl or spirits of wine, n.o.p.; gin of all kinds, n.o.p.; whisky and all spirituous or alcoholic liquors, n.o.p.; amyl alcohol			

SCHEDULE A—Continued

Tariff Items		British Preferential Tariff.	Intermediate Tariff.	General Tariff.
	or fusel-oil, or any substance known as potato spirit or potato oil, methyl alcohol, wood alcohol, wood naphtha, pyroxylic spirit or any substance known as wood spirit or methylated spirits, absinthe, arrack or palm spirit, brandy, including artificial brandy and imitations of brandy, n.o.p.; cordials and liquors of all kinds, n.o.p.; mescal, pulque, rum shrub, schiedam and other schnapps; tafia, angostura and similar alcoholic bitters or beverages; and wines, n.o.p.; containing more than forty per cent of proof spirit, per gallon of the strength of proof.....	\$10.00	\$10.00	\$10.00
156a	Rum, per gallon of the strength of proof..... Provided, as to all goods specified in items No. 156 and No. 156a when of less strength than the strength of proof, that no reduction or allowance shall be made in the measurement thereof for duty purposes, below the strength of fifteen per cent under proof. Provided also, that when the goods specified in these two items are of greater strength than the strength of proof, the measurement thereof and the amount of duty payable thereon shall be increased in proportion for any greater strength than the strength of proof. Provided further, that bottles and flasks and packages of gin, rum, whisky and brandy of all kinds, and imitations thereof, shall be held to contain the following quantities (subject to the provisions for addition or deduction in respect of the degree of strength), viz.:— Bottles, flasks and packages, containing not more than three-fourths of a gallon per dozen, as three-fourths of a gallon per dozen; Bottles, flasks and packages, containing more than three-fourths of a gallon but not more than one gallon per dozen, as one gallon per dozen; Bottles, flasks and packages, containing more than one gallon but not more than one and one-half gallon per dozen, as one and one-half gallon per dozen; Bottles, flasks and packages, containing more than one and one-half gallon but not more than two gallons per dozen, as two gallons per dozen; Bottles, flasks and packages, containing more than two gallons but not more than two and four-fifths gallons per dozen, as two and four-fifths gallons per dozen; Bottles, flasks and packages, containing more than two and four-fifths gallons but not more than three gallons per dozen, as three gallons per dozen; Bottles, flasks and packages, containing more than three gallons but not more than three and one-fifth gallons per dozen, as three and one-fifth gallons per dozen. Provided further, that bottles or phials of liquors for special purposes, such as samples not for sale to the trade, may be entered for duty according to actual measurement, under regulations prescribed by the Minister of Customs and Inland Revenue.	\$8.00	\$10.00	\$10.00
159	Spirits and strong waters of any kind, mixed with any ingredient or ingredients, as being or known or designated as essences, extracts, or ethereal and spirituous fruit essences, n.o.p., per gallon.....	\$10.00	\$10.00	\$10.00
	and	30 p.c.	30 p.c.	30 p.c.
159a	Spirits and strong waters of any kind mixed with any ingredient or ingredients, as being or known or designated as anodynes, elixirs, tinctures or medicines, n.o.p., per gallon.....	\$ 3.00	\$3 .00	\$ 3.00
	and	30 p.c.	30 p.c.	30 p.c.
160	Alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, lotions, hair, tooth and skin washes, and other toilet preparations containing spirits of any kind:— (a) when in bottles or flasks containing not more than four ounces each.....	90 p.c.	90 p.c.	90 p.c.

SCHEDULE A—*Concluded*

Tariff Items	British Preferential Tariff.	Intermediate Tariff.	General Tariff.
(b) when in bottles, flasks or other packages, containing more than four ounces each, per gallon....	\$5.00	\$5.00	\$5.00
and 40 p.c.		40 p.c.	40 p.c.
162 Medicinal or medicated wines, including vermouth and ginger wine, containing not more than forty per cent of proof spirit.....	80 p.c.	80 p.c.	80 p.c.
163 Wines of all kinds, n.o.p., including orange, lemon, strawberry, raspberry, elder and currant wines, containing twenty-six per cent or less of proof spirit, whether imported in wood or in bottles, per gallon..	55 cents	55 cents	55 cents
and 30 p.c.			30 p.c.
And in addition thereto, for each degree of strength in excess of twenty-six per cent of proof spirit until the strength reaches forty per cent of proof spirit....	3 cents	3 cents	3 cents
Provided that six quart bottles, or twelve pint bottles shall be held to contain a gallon for duty purposes under this item.			
164 Wines of all kinds, except sparkling wines, containing not more than forty per cent of proof spirit, whether imported in wood or in bottles (six quart bottles or twelve pint bottles to be held to contain a gallon), when the produce or manufacture of any British Colony or territory in the South African Customs Union Convention, per gallon.....	55 cents		
165 Champagne and all other sparkling wines:—			
(a) in bottles containing each not more than a quart but more than a pint (old wine measure), per dozen bottles.....	\$9.30	\$9.30	\$9.30
and 30 p.c.			30 p.c.
(b) in bottles containing not more than a pint each, but more than one-half pint (old wine measure), per dozen bottles.....	\$4.65	\$4.65	\$4.65
and 30 p.c.			30 p.c.
(c) in bottles containing one-half pint each or less, per dozen bottles.....	\$2.32	\$2.32	\$2.32
and 30 p.c.			30 p.c.
(d) in bottles containing over one quart each (old wine measure), per gallon.....	\$4.50	\$4.50	\$4.50
and 30 p.c.			30 p.c.

3. Resolved, That any enactment founded on the foregoing resolutions shall be deemed to have come into force on the tenth day of May, 1921, and to have applied to all goods mentioned in the foregoing resolutions imported or taken out of warehouse for consumption on and after that day, and to have also applied to goods previously imported for which no entry for consumption was made before that day.

4. Resolved, That The Customs Tariff, 1907, be amended by inserting the following section immediately after section 12:

12a. That all goods imported into Canada which are capable of being marked, stamped, branded, or labelled, without injury, shall be marked, stamped, branded, or labelled in legible English or French words, in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangements, so as to indicate the country of origin. Said marking, stamping, branding, or labelling shall be as nearly indelible and permanent as the nature of the goods will permit.

Provided that all goods imported into Canada after the date of the coming into force of this section which do not comply with the foregoing requirements shall be subject to an additional duty of ten per centum ad valorem to be levied on the value for duty purposes and in addition such goods shall not be released from Customs possession until they have been so marked, stamped, branded, or labelled under Customs supervision at the expense of the importer.

Provided further that if any person shall violate any of the provisions relating to the marking, stamping, branding, or labelling of any imported goods, or shall deface,

destroy, remove, alter, or obliterate any such marks, stamps, brands, or labels, with intent to conceal the information given by or contained in such marks, stamps, brands, or labels, he shall be liable on summary conviction to a penalty not exceeding one thousand dollars, or to imprisonment not exceeding one year, or to both fine and imprisonment. The Minister of Customs and Inland Revenue may make such regulations as are deemed necessary for carrying out the provisions of this section for the enforcement thereof.

5. Resolved, That any enactment founded on the preceding resolution shall be deemed to have come into force on the first day of September, nineteen hundred and twenty-one.

1. Resolved, That it is expedient to amend The Inland Revenue Act as amended by Chapter 6 of the Acts of 1914 (second Session) by repealing section 154 thereof and substituting therefor the following:—

154. There shall be imposed, levied and collected on all spirits distilled, the following duties of excise, which shall be paid to the Collector, as herein provided, that is to say:—

(a) when the material used in the manufacture thereof consists of not less than ninety per centum, by weight of raw or unmalted grain, or when manufactured from sugar, syrup, molasses or other saccharine matter not otherwise provided for, on every gallon of the strength of proof by Sykes' hydrometer, nine dollars, and so in proportion for any greater or less strength than the strength of proof, and for any less quantity than a gallon;

(b) when manufactured exclusively from malted barley, taken to the distillery in bond and on which no duty of customs or excise has been paid, or when manufactured from raw or unmalted grain, used in combination, in such proportions as the department prescribes, with malted barley taken to the distillery in bond and on which no duty of customs or of excise has been paid, on every gallon of the strength of proof by Sykes' hydrometer, nine dollars and two cents, and so in proportion for any greater or less strength, and for any less quantity than a gallon;

(c) when manufactured exclusively from molasses, syrup, sugar or other saccharine matter, taken to the distillery in bond and on which no duty of customs has been paid, on every gallon of the strength of proof by Sykes' hydrometer, nine dollars and three cents, and so in proportion for any greater or less strength, and for any less quantity than a gallon.

Provided, however, that any person licensed by the Minister of Customs and Inland Revenue to manufacture patent and proprietary medicines and pharmaceutical preparations by the use of spirits in bond subject to The Inland Revenue Act and regulations thereunder, the following duties of excise shall be imposed, levied and collected, that is to say:—

(a) when the material used in the manufacture thereof consists of not less than ninety per centum, by weight, of raw or unmalted grain, or when manufactured from sugar, syrup, molasses or other saccharine matter not otherwise provided for, on every gallon of the strength of proof by Sykes' hydrometer, two dollars and forty cents, and so in proportion for any greater or less strength than the strength of proof, and for any less quantity than a gallon;

(b) when manufactured exclusively from malted barley, taken to the distillery in bond and on which no duty of customs or excise has been paid, or when manufactured from raw or unmalted grain, used in combination, in such proportions as the department prescribes, with malted barley taken to the distillery in bond and on which no duty of customs or of excise has been paid, on every gallon of the strength of proof by Sykes' hydrometer, two dollars and forty-two cents, and so in proportion for any greater or less strength, and for any less quantity than a gallon;

(c) when manufactured exclusively from molasses, syrup, sugar or other saccharine matter, taken to the distillery in bond and on which no duty of customs has been paid, on every gallon of the strength of proof by Sykes' hydrometer, two dollars and forty-three cents, and so in proportion for any greater or less strength, and for any less quantity than a gallon.

Provided further that when such spirits testing not less than fifty per centum over proof are sold and delivered in such limited quantities as may be prescribed by the Minister of Customs and Inland Revenue to any university or scientific and research laboratory for scientific purposes only, or to any bona fide hospital, certified to be such by the Department of Public Health, for medicinal purposes only, a drawback of ninety-nine per centum of the duty paid may be granted, under regulations to be made by the Minister of Customs and Inland Revenue.

2. Resolved, That any enactment founded on the preceding resolution shall be deemed to have come into force on the tenth day of May, nineteen hundred and twenty-one.

Resolved, That it is expedient to amend The Special War Revenue Act, 1915, as amended by Chapter 71 of the Acts of 1920, by striking thereout sections 19BB and 19BBB, the several enumerations of goods respectively, and the several rates of excise taxes specified therein, and to provide that the following sections be substituted therefor:—

19BB. (1) The following excise taxes shall be imposed, levied and collected on the articles hereinafter specified, namely:—

(a) A tax on playing cards for every fifty-four cards or fraction of fifty-four in each package,—when selling at twenty-four dollars or less per gross packages, eight cents per pack; when selling in excess of twenty-four dollars per gross packages, fifteen cents per pack;

(2) The excise taxes as imposed by the preceding subsection one shall be payable at the time of importation or when taken out of warehouse for consumption in addition to the present duties of customs or at the time of sale by the Canadian manufacturer, but shall not apply on playing cards when exported, and shall be accounted for to His Majesty in accordance with such regulations as may be prescribed by the Minister of Customs and Inland Revenue.

(3) (a) A tax of 30 cents per gallon on wines of all kinds, except sparkling wines, containing not more than forty per cent of proof spirits.

(b) A tax of three dollars per gallon on champagne and all other sparkling wines.

(4) The excise taxes as imposed by the preceding subsection three shall be payable at the time of sale by the Canadian manufacturer, but shall not apply to such wines when exported, and shall be accounted for to His Majesty in accordance with such regulations as shall be prescribed by the Minister of Customs and Inland Revenue.

(5) Every person selling or dealing in the articles upon which taxes are imposed as prescribed by this section may be required by the Minister of Customs and Inland Revenue to take out an annual license therefor, for which license a fee not exceeding two dollars shall be paid and the penalty for neglect or refusal to obtain a license shall be a sum not exceeding one thousand dollars.

2. That any such tax, costs or penalties may, at the option of the Minister, be recovered and imposed in the Exchequer Court of Canada or in any other court of competent jurisdiction, in the name of His Majesty.

3. Resolved, That any enactment founded on the preceding resolution shall be deemed to have come into force on the tenth day of May, nineteen hundred and twenty-one.

19BBB (1) That in addition to the present duties of customs and excise there shall be imposed, levied and collected an excise tax of one and one-half per cent on sales and deliveries by Canadian manufacturers or producers, and wholesalers or jobbers, and a tax of two and one-half per cent on the duty paid value of the goods imported, but in respect of sales by manufacturers to retailers or consumers the excise tax payable shall be three per cent and on goods imported by retailers or consumers the excise tax payable on the duty paid value shall be four per cent.

Provided that in respect of lumber an excise tax of three per cent shall be imposed, levied and collected on sales and deliveries by the Canadian manufacturer and further excise tax will not be payable on resale.

Provided also that the taxes specified in this section shall not apply to sales or importations of:—

Bread; flour and oatmeal when in packages weighing not less than forty-eight pounds each; animals living; live poultry; meats and poultry, fresh; milk, including buttermilk; cream; butter; cheese; oleomargarine, margarine, butterine or other substitutes for butter; lard, lard compound and similar substances, made from animal or vegetable stearine or oils; eggs; vegetables, fruits, grains and seeds in their natural state; hay; straw; hops; nursery stock; chicory, raw or green; bees; honey; sugar; molasses; other farm produce sold by the individual farmer of his own production; ice; fish and products thereof not canned or medicated; ores of metals of all kinds; fuel of all kinds; gold and silver in ingots, blocks, bars, drops, sheets or plates unmanufactured; British and Canadian coin and foreign gold coin; logs and round unmanufactured timber; fence posts, railroad ties, pulpwood, tan bark, and other articles the product of the forest when produced and sold by the individual settler or farmer; newspapers and quarterly, monthly and semi-monthly magazines and weekly literary papers unbound; materials for use only in the construction, equipment and repair of ships; ships licensed to engage in the Canadian coasting trade; calcium carbide; electricity; gas manufactured from coal, calcium carbide or oil for illuminating or heating purposes; materials for use solely in the manufacture of oleomargarine or any substitute for butter or lard or for the production of cottolene; artificial limbs and parts thereof; artificial eyes; donations of clothing and books for charitable purposes; settlers' effects; War Veterans' badges; memorials or monuments erected in memory of soldiers who fell in the Great War; articles imported for the use of the Governor General; articles imported for the personal or official use of Consuls General who are natives or citizens of the country they represent and who are not engaged in any other business or profession; Bibles, prayer-books, psalms and hymn-books, religious tracts, and Sunday school lesson pictures; and the Governor in Council shall have power to add to the foregoing list of articles exempted from the excise taxes on sales, as he may deem it expedient or necessary to exempt from the said excise taxes.

Provided further that the excise taxes specified in this section shall not be payable on goods exported, or on sales of goods made to the order of each individual customer by a business which sells exclusively by retail, under regulations by the Minister of Customs and Inland Revenue, who shall be sole judge as to the classification of a business; and a drawback may be granted of ninety-nine per cent of the said taxes paid on materials used, wrought into or attached to articles exported.

(2) That the Minister may require every manufacturer, producer, wholesaler or jobber to take out an annual license for the purposes aforesaid, and may prescribe a fee therefor, not exceeding two dollars, and the penalty for neglect or refusal shall be a sum not exceeding one thousand dollars.

(3) That any such tax, costs or penalties may, at the option of the Minister, be recovered and imposed in the Exchequer Court of Canada or in any other court of competent jurisdiction, in the name of His Majesty.

(4) That the provisions of this resolution respecting a tax on sales shall be deemed to have come into force on the tenth day of May, nineteen hundred and twenty-one, and to have applied to all goods imported or taken out of warehouse for consumption on and after that day, and to have also applied to goods previously imported for which no entry for consumption was made before that day.

BRITISH BUDGET CHANGES. 1921-22

The British Budget which was presented by the Chancellor of the Exchequer to the House of Commons on April 25, 1921, provided for the removal of the 50 per cent surtax on cigars, so that the duty is now 15s. 7d. per pound. The duty on sparkling wines has also been materially decreased, being now 15s. per gallon, instead of 7s. per gallon plus 33½ per cent. These changes became effective on May 10. The excess profits duty is repealed.

FOREIGN TRADE OF THE UNITED KINGDOM, JANUARY TO MARCH, 1921

TRADE COMMISSIONER HARRISON WATSON

London, April 13, 1921.

	First Three Months 1920	First Three Months 1921	Decrease	Percentage
Imports.. . . .	£530,256,873	£307,631,757	£222,625,116	42.0
Exports (British).. . . .	295,543,420	227,786,786	67,756,634	22.7
Re-exports.. . . .	75,099,623	26,847,427	48,252,196	64.3
Total.. . . .	£900,899,916	£562,265,970	£338,633,946	37.5

The foreign trade of the United Kingdom usually reflects the general position of trade in the country itself, but while the statistics just issued by the Board of Trade cut a sorry figure in comparison with the first quarter of 1920, as the reduction shown will be partly represented by the heavy fall in prices which has taken place during the twelve months, it is certain that the real situation is far worse than the statistical one.

Indeed, it is difficult to recall a time when business of all kinds is reported to be in a more depressed and unsatisfactory state than at the moment.

The reasons for the unfavourable conditions which exist all over the world were fully dealt with in my report of a couple of months ago reviewing the annual trade of the United Kingdom for 1920, and while these continue, the position in the United Kingdom has been accentuated by a variety of untoward circumstances, of which the most disquieting has probably been labour unrest, which has effectually checked such recovery as was reasonably anticipated from actions favourable to trade development, such as the removal of excess profits duty and of Government control over trade.

As a matter of fact, the country has never recovered from the coal strike of last October, and as the majority of manufacturers have held no delusions, and recognized that this was only a truce, and that the real issue still had to be fought out, this knowledge has remained a standing menace. This anticipation is being realized by the acute struggle between labour and capital now in progress, upon the issue of which depends the future position of the country as a manufacturing and exporting nation.

While the high cost of coal and labour has seriously checked production, the financial position of many countries has notoriously restricted transactions, and such incidents as the refusal of the banks in certain countries to issue foreign credits and the fall in the value of the rupee in India have caused disaster in many directions.

The hope held in many quarters that the bottom of the depression had been reached last December and a gradual recovery would be experienced in the New Year has so far not only been completely falsified by the course of events, but the following details of the trade of the first three months show a progressive falling off, because in ordinary years March, containing more working days, exhibits a substantial increase over February.

	1921	Imports	Total Exports	Excess of Imports over Exports
January.. . . .		£117,050,783	£102,711,213	£14,339,570
February.. . . .		96,973,711	76,226,034	20,747,677
March.. . . .		93,741,654	75,696,966	18,044,688
		£307,766,148	£254,634,213	£53,131,935

While a decline from the topheavy imports of a few months ago is not an unmixed evil, it is apparent from an analysis of the detailed trade returns that the

result has been achieved at the expense of "Raw Materials," the value of which represents nearly three-quarters of the total reduction, and is chiefly due to a diminution of about £101,000,000 in imports of "Raw Cotton and Cotton Waste."

This obviously points to a lessened industrial activity and eventually to a falling off in export trade in manufactured goods, which is already reflected in the heavy drop in exports of Cotton and Woollen Yarns and manufactures.

Another principal contributor to the reduction in exports is a contraction of over £16,000,000 in the value of coal.

The statistics of trade by values under the several headings of the first quarter of 1921 as compiled by the Board of Trade, with the figures for the corresponding period of 1920 and 1913, are as follows:—*

(a) IMPORTS—VALUE C.I.F.

	1913	1920	1921
Food, drink, tobacco	£66,246,565	£192,473,943	£147,661,340
Raw materials and articles mainly unmanufactured	79,146,339	234,289,066	80,248,455
Articles wholly or mainly manufactured	50,179,063	102,726,566	78,791,829
Animals, not for food	82,119	52,011	116,526
Parcel post, non-dutiable articles	624,652	715,287	813,607
Total	£196,278,738	£530,256,873	£307,631,757

(b) EXPORTS OF PRODUCE AND MANUFACTURES OF THE UNITED KINGDOM—VALUE F.O.B.

	1913	1920	1921
Food, drink and tobacco	£ 6,884,359	£ 13,029,967	£ 9,824,399
Raw materials and articles mainly unmanufactured	15,543,577	44,961,580	19,380,789
Articles wholly or mainly manufactured	102,514,916	233,205,834	194,890,888
Animals not for food	338,004	1,017,199	1,032,924
Parcel post	2,030,228	3,328,840	2,657,786
Total	£127,310,184	£295,543,420	£227,786,786

(c) EXPORTS OF FOREIGN AND COLONIAL MERCHANDISE—VALUE F.O.B.

	1913	1920	1921
Food, drink and tobacco	£ 3,914,373	£11,850,068	£ 6,562,495
Raw materials and articles mainly unmanufactured	19,208,516	50,110,786	13,364,362
Articles wholly or mainly manufactured	7,948,493	13,138,274	6,868,322
Animals, not for food	12,248	495	52,248
Total	£31,083,630	£75,099,623	£26,847,427

Imports from Canada

While trade in Canadian imports is still adversely influenced by the exchange situation, more especially as regards manufactured goods, the volume of most of the standard lines of food products has been fairly satisfactory.

It is true that there are substantial reductions in some items, but upon the other hand a notable increase took place in the receipts of Canadian flour, which rose from 290,400 cwt. in the first quarter of 1920 to 1,115,725 cwt. in 1921, or nearly four times as much.

*Details of these statistics have been transmitted by Mr. Harrison Watson, and are on file at the Department of Trade and Commerce, Ottawa, where they may be consulted by interested Canadian firms on application. (Quote File No. T. C.-2-114).

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM
DURING THE THREE MONTHS ENDED MARCH 31, 1920 AND 1921

	1920		1921	
	Quantity Cwt.	Value £	Quantity Cwt.	Value £
1. <i>Wheat</i> —				
Total imports..	24,834,600	25,760,734	11,984,100	13,662,786
United States..	7,812,200	9,002,041	5,855,100	6,572,709
Australia..	8,274,200	7,223,018	3,092,400	3,643,342
British East Indies.. . . . .	.....	.....	1,795,900	2,041,698
Canada..	1,812,200	2,069,527	566,100	672,283
2. <i>Wheat Meal and Flour</i> —				
Total imports..	2,670,800	4,214,300	3,058,775	4,438,446
United States..	1,897,200	3,094,580	1,078,150	1,533,322
Canada..	290,400	434,401	1,115,725	1,647,467
3. <i>Barley</i> —				
Total imports..	2,540,600	3,066,923	3,086,400	2,842,330
United States..	1,572,600	1,942,230	2,314,300	2,149,788
Canada..	309,600	344,828	326,600	275,573
4. <i>Oats</i> —				
Total imports..	1,344,300	1,269,716	1,574,045	997,031
Argentina..	1,188,800	1,112,683	876,600	508,296
United States..	108,300	107,091	183,400	121,325
Canada..	25,300	25,311	141,800	102,540
5. <i>Maize</i> —				
Total imports..	5,600,000	4,513,444	6,536,235	4,036,933
Argentine Republic..	4,417,500	3,471,332	2,788,000	1,817,605
United States..	561,600	553,779	2,495,900	1,404,461
Roumania.. . . . .	.....	.....	730,700	470,727
Canada..	127,000	99,898	42,800	35,250
6. <i>Bacon</i> —				
Total imports..	1,856,454	16,327,996	1,280,471	11,738,533
United States..	1,518,094	13,242,146	553,050	4,692,266
Denmark..	46,152	479,742	358,996	3,733,963
Canada..	271,246	2,418,878	260,731	2,306,463
7. <i>Hams</i> —				
Total imports..	98,709	917,182	94,322	836,070
United States..	83,753	779,538	87,509	772,287
Canada..	11,836	102,640	4,801	47,150
8. <i>Butter</i> —				
Total imports..	549,985	7,408,830	1,006,515	15,138,772
New Zealand..	140,505	1,828,905	202,880	2,975,082
Denmark..	189,345	2,728,334	203,147	2,888,955
Argentina..	23,373	314,886	202,657	3,120,833
Victoria..	51,742	649,126	198,735	3,032,707
New South Wales..	24,960	312,414	101,449	1,650,387
Canada..	11,927	163,012	9,417	157,886
9. <i>Cheese</i> —				
Total imports..	571,214	4,192,678	493,576	3,694,828
Netherlands..	42,812	271,249	42,690	280,299
United States..	22,866	171,458	19,768	140,799
Canada..	124,170	982,727	132,130	998,852
10. <i>Eggs</i> —	Gt. Hunds.		Gt. Hunds.	
Total imports..	1,871,596	2,923,006	1,985,373	2,602,225
Denmark..	762,825	1,462,169	875,242	1,287,816
Egypt..	430,488	471,695	217,597	207,172
Netherlands..	2,374	3,210	199,488	260,644
Canada..	58,656	103,135	19,812	26,876
11. <i>Canned Salmon</i> —	Cwt.		Cwt.	
Total imports..	358,676	2,954,385	172,794	1,627,972
United States..	182,461	1,452,997	57,545	549,762
Canada..	43,603	311,103	41,100	414,834
12. <i>Canned Lobsters</i> —				
Total imports..	261	3,435	1,755	30,718
Newfoundland and Coast of Labrador..	20	416	147	2,048
Canada..	212	2,735	1,565	27,670
13. <i>Flax Seed (or Linseed)</i> —	Tons		Tons	
Total imports..	63,621	3,265,423	75,842	1,717,165
Argentina..	37,371	1,662,045	60,373	1,284,663
British East Indies..	12,761	635,616	11,599	337,402
Canada..	1,786	170,170	528	16,550

IMPORTS OF CERTAIN PRODUCTS INTO THE UNITED KINGDOM, ETC.—*Concluded*

	1920		1921	
	Quantity Cwt.	Value £	Quantity Cwt.	Value £
14. <i>Paper, Printing, not Coated, and and Writing Paper in large Sheets—</i>	Cwt.		Cwt.	
Total imports.. . . .	498,199	991,669	441,834	1,013,351
Sweden.. . . .	115,412	181,904	135,234	281,213
Norway.. . . .	162,696	368,004	55,709	144,012
Germany.. . . .	7,821	26,212	25,203	70,405
Belgium.. . . .	2,957	8,492	17,968	42,022
Canada.. . . .	57,489	90,934	4,920	14,377
15. <i>Paper, Packing and Wrapping, including Tissue Paper—</i>				
Total imports.. . . .	1,082,489	2,723,287	277,252	858,721
Sweden.. . . .	570,169	1,391,046	77,332	244,602
Germany.. . . .	32,474	70,814	58,021	167,156
Norway.. . . .	296,184	777,197	43,751	139,792
Belgium.. . . .	16,453	68,992	18,810	76,442
Canada.. . . .	39,130	93,494	7,359	18,264
16. <i>Wood and Timber, Hewn, Hard, other than Mahogany—</i>	Cu. ft.		Cu. ft.	
Total imports.. . . .	354,028	212,794	466,894	233,595
United States.. . . .	126,430	66,976	149,659	89,272
British East Indies.. . . .	41,681	39,850	80,496	65,005
Canada.. . . .	17,672	25,540	22,592	5,922
17. <i>Wood and Timber, Hewn, Soft—</i>	Loads		Loads	
Total imports.. . . .	35,933	498,883	29,986	321,801
United States.. . . .	22,340	318,223	12,791	165,738
Norway.. . . .	1,761	16,227	9,211	98,400
Sweden.. . . .	8,408	96,098	2,311	22,452
Canada.. . . .	2,855	54,043	343	8,120
18. <i>Wood and Timber, Sawn, Hard, other than Mahogany—</i>	Cu. ft.		Cu. ft.	
Total imports.. . . .	3,411,711	2,148,782	2,042,180	1,242,681
United States.. . . .	1,878,572	1,063,880	1,023,803	605,861
British East Indies.. . . .	776,314	786,009	217,803	204,435
Canada.. . . .	525,545	143,629	58,950	29,825
19. <i>Wood and Timber, Sawn, Soft—</i>	Loads		Loads	
Total imports.. . . .	451,548	5,699,843	258,009	2,777,859
Sweden.. . . .	181,157	2,142,254	85,291	942,811
United States.. . . .	78,133	1,449,209	18,284	315,298
Canada.. . . .	126,681	1,344,992	42,056	397,321
20. <i>Wood-Pulp, Mechanical, Wet—</i>	Tons		Tons	
Total imports.. . . .	83,508	808,901	71,625	893,342
Norway.. . . .	77,548	742,548	63,670	696,718
Canada.. . . .	.....	.....	7,520	89,887

IMPORTS AND EXPORTS OF JAMAICA IN 1920

Through the courtesy of the Collector General of Jamaica, Major H. A. Chisholm, M.C., Canadian Trade Commissioner, has been able to transmit the following statistics of values of the imports and exports of Jamaica for 1920:—

Imports from—

United Kingdom.. . . .	£ 3,063,986
Canada.. . . .	896,916
United States.. . . .	6,040,607

Total from all countries.. . . . £10,313,282

Exports from—

United Kingdom.. . . .	£3,049,080
Canada.. . . .	1,563,798
United States.. . . .	2,015,245

Total to all countries.. . . . £7,146,010

The imports for 1920 amount to approximately double those of 1919. The exports for 1919 were valued at £5,627,329, those for 1920, as shown above, at £7,146,010—an increase for 1920 over 1919 of £1,518,681.

BUILDING TRADES EXHIBITION IN LONDON, ENGLAND

TRADE COMMISSIONER HARRISON WATSON

INCREASED USE OF CONCRETE

London, April 22, 1921.—The outstanding feature of the Building Trades Exhibition now being held at Olympia, London, is the large number of displays (somewhere about fifty) associated with the concrete industry.

These embrace a variety of old and new methods of concrete and reinforced concrete construction, and include machinery, appliances and accessories. In several cases demonstrations of the manufacture of blocks, etc., are given at regular intervals.

It is stated that some of these systems have been employed in the various housing schemes which have been carried on in different parts of the United Kingdom, and a casual inspection of housing developments in various parts of the south of England at least shows that concrete has largely supplanted brick and stone, a result which is probably due to a certain degree to labour considerations.

LACK OF INTEREST IN WOODEN HOUSES

Little more than a year has elapsed since a determined effort was made to popularize the erection of the wooden house in England, and at the last Housing Exhibition which the writer attended a large variety of wooden houses were actually displayed and attracted much attention.

It would appear, however, that the view expressed at the time by recognized authorities in building that, owing to the conservative nature of the masses, there was little likelihood of wood replacing the dwellings to which they are accustomed, is certainly confirmed at the present exhibition, where there was apparently only one display connected with wooden houses, namely that made by Messrs. Boulton & Paul, Limited, of Norwich, of a standard permanent wooden house, the price of which ranges from \$3,722 to \$4,194, depending upon plans.

It is to be feared that such prospects of a more general adoption of wooden houses as might otherwise have arisen were destroyed by the high price of wood and of transportation which ruled at the time. Indeed the exigencies of the time seem to be causing a decline in the use of wood in many other directions, because metals, concrete, and other materials are at the exhibition extensively substituted in many building supplies of which wood was formerly the chief constituent, and in the same way, concrete and other substances, with beaverboard or similar linings, have been adopted for constructional purposes. The result is that there are a number of exhibits of beaverboard and similar compositions, including that of the Beaverboard Company, Limited. There are also a number of displays of plywood for decorative purposes.

LABOUR-SAVING DEVICES

A prominent feature of the present, as in the case of most recent housing exhibitions, is the display of a large variety of labour-saving appliances, a direct result of the recent shortage in the supply of domestic servants. One that has attracted a good deal of attention is what is described as a "kitchen scullery," shown by the British Canadian Export Company, Limited, of Canada, which, 7 feet square, is equipped with the "Barnet Easiwork" kitchen dresser, sink, draining board, plate racks and geyser, and "Barnet" refrigerator.

YIELD OF CORN IN ARGENTINA, SEASON 1920-21

The Canadian Trade Commissioner at Buenos Aires cables that the yield of corn for the season 1920-21 was 5,853,000 metric tons, which is equivalent to 230,422,000 bushels. In 1919-20 the corresponding yield was 258,688,000 bushels.

MARKET FOR MAPLE SUGAR SAND IN GREAT BRITAIN

A communication has been received from the Canadian Government Trade Commissioner in London, England, making inquiries in regard to sources of supply for maple sugar sand. This material is a by-product of the maple sugar industry, and supplies are required by several British manufacturers who are interested in the production of calcium malate and malic acid. Both of these chemicals have been manufactured upon a considerable scale in Germany for some years past, and it is reported that before the war Germany obtained large quantities of maple sugar sand from Canada and the United States for that purpose. Provided that regular supplies of sugar sand can be arranged for, the opinion is expressed that very large quantities can be taken.

Responsible firms who are prepared to enter into contracts and transmit samples sufficiently large for chemical examination are invited to communicate with the Department of Trade and Commerce, from whom further information may be obtained upon quoting file No. 24975.

TRADE FIGURES FOR THE UNION OF SOUTH AFRICA FOR 1920: PRELIMINARY SURVEY

ASSISTANT TRADE COMMISSIONER P. W. WARD

Cape Town, April 1, 1921.—South Africa's trade returns for the year ending December 31, 1920, cover a period of abnormal economic conditions and are vastly different in the proportion of exports to imports to that shown in the previous year's figures.

The reasons for this condition of affairs have been commented upon in recent reports from this office and do not, therefore, again require enunciation, except to state that, at the time of writing, both exports and imports are at the lowest level for many months past, with only a few signs of betterment in the immediate future.

One fact should, however, be reiterated, and it is a significant one: namely, that in trade recovery South Africa has a reputation for rapid progress when once an upward trend is reached. With the return of anything like normal conditions it is believed that the demand for overseas supplies will quickly grow and shortly approach the high level of the early months of 1920.

The *Cape Times* very concisely describes the trade situation during 1920 in the following paragraph: "Early in the year exports were despatched in unprecedented volume overseas; in the second and third quarters exports rapidly declined and imports grew to an unexampled figure; in the fourth quarter, though exports showed a very slight tendency to recover, imports began to sag, and since the close of the year the sagging process has continued without intermission, and with an incidental effect on the public revenue which is likely to be felt very severely in the coming twelve months."

IMPORT AND EXPORT VALUES

During the year ending December, 1920, the imports into the Union of South Africa totalled in value over \$500,000,000; almost double the import figures for 1919. The total export value, for the same period, of South African produce amounted to near \$400,000,000; about \$90,000,000 below the total value of the previous year. In the latter case, however, the export returns included large shipments of gold accumulated from the war period, and if gold be excluded from the export figures of both 1919 and 1920, the total exports for the latter year would amount to nearly \$240,000,000, and for 1919 to about \$260,000,000.

It is worthy of note that during 1920 the imports of food and drink aggregated \$65,000,000, while the 1919 total only reached \$24,000,000. On the other hand, South Africa's exports of food and drink fell from \$30,000,000 in 1919 to less than \$20,000,000 last year.

PROPORTIONS OF COMPETING COUNTRIES

Of the total imports into British South Africa, which includes both Northern and Southern Rhodesia, 65.4 per cent were shipped from the British Empire, Great Britain alone sending 54.2 per cent, and thereby recovering 9 per cent of her prewar ratio. Canada's share of the trade decreased from 4 per cent of the total imports in 1919 to 2.9 per cent in 1920—although the actual imports from the Dominion during the twelve months under review show an increase of 30 per cent over the 1919 total. Australia secured a larger proportion of the total trade last year, her figures being: 1919, 3.4 per cent; 1920, 4.2 per cent. Germany's percentage has risen during 1920 from .1 per cent to .9 per cent; France, while doubling the value of her exports to the Union, has not increased her proportion of the total amount. Belgium, Holland, Italy, Norway, Portugal, Spain, China, and Cuba have each increased their comparatively small totals. Sweden, while rising from 1.8 per cent to 2.2 per cent of the total trade, has actually increased her exports to the Union by over 100 per cent; and Switzerland, which did not in former years supply this market to any marked extent, tripled her figures of the previous year. Japan's percentage of the total trade dropped from 3.7 per cent in 1919 to 1.5 per cent during 1920, the total imports from that country being \$1,500,000 less than for the year before. The United States, while exporting a much larger aggregate value to the Union, dropped from 23.9 per cent of the total trade in 1919 to 18.2 per cent in 1920. Largely increased figures are credited to the Argentine Republic and Brazil, although the latter's proportion of the total import value is actually less than in the previous year.

These variations will be capable of better explanation when the annual trade statistics, to be issued shortly, are received.

TRADE FIGURES

The following is a comparative summary of the total trade, in round figures, for 1919 and 1920:—

<i>Imports</i>		
	1920	1919
Merchandise	\$470,000,000	\$240,000,000
Gold, raw, in transit.	125,000	380,000
Goods for South African Government.	42,000,000	20,000,000
Specie.	20,000,000	11,000,000
	<u>\$532,125,000</u>	<u>\$271,380,000</u>

Proportions of Merchandise Imported

From United Kingdom	\$256,000,000	\$109,000,000
" Other British possessions.	53,000,000	36,000,000
" Foreign countries.	161,000,000	95,000,000
	<u>\$470,000,000</u>	<u>\$240,000,000</u>

Exports

South African produce.	\$407,000,000	\$496,000,000
Imported goods re-exported.	23,000,000	20,000,000
	<u>\$430,000,000</u>	<u>\$516,000,000</u>

A comparative statement follows of the 1919 and 1920 import figures (of merchandise only) from the chief countries of origin:—

Country of Origin	1920	1919
United Kingdom.. . . .	\$256,000,000	\$109,000,000
Dominion of Canada.. . . .	13,250,000	9,500,000
India.. . . .	13,250,000	13,000,000
Australia.. . . .	19,600,000	8,000,000
South-west Africa Protectorate.. . . .	2,100,000	2,200,000
Belgium.. . . .	4,150,000	105,000
Belgian Congo.. . . .	4,400,000	5,500,000
France.. . . .	6,500,000	3,000,000
Germany.. . . .	4,250,000	150,000
Holland.. . . .	3,500,000	1,000,000
Dutch East India Islands.. . . .	3,300,000	2,500,000
Italy.. . . .	1,900,000	500,000
Portuguese East Africa.. . . .	2,100,000	950,000
Sweden.. . . .	10,500,000	4,300,000
Switzerland.. . . .	5,000,000	1,700,000
Japan.. . . .	7,100,000	8,500,000
United States of America.. . . .	86,500,000	57,000,000
Argentine Republic.. . . .	8,000,000	800,000
Brazil.. . . .	5,400,000	3,100,000
Chile.. . . .	750,000	1,400,000
Cuba.. . . .	350,000	175,000
Uruguay.. . . .	125,000	15,000

EXPORT TRADE

South Africa's biggest buyer of exports is, of course, the United Kingdom, which during 1920 took 75.2 per cent of the Union's products. Next in proportion is Japan, which is credited with 6.9 per cent of the total export trade; followed by the United States with 5.3 per cent. During the twelve months under review Japan has doubled her purchases here, while the United States has reduced its buying account by two-fifths of the previous year's total.

Belgium is the only overseas market, apart from the United Kingdom, which succeeded in taking more than 1 per cent of the Union's exports during 1920. Canada's figure in this respect, which in 1919 totalled \$350,000, ran to less than \$1,000 during the last twelve months.

Germany purchased South African products to a value of over \$2,500,000, while Uruguay is credited with \$70,000; Ceylon, \$300,000; Aden, \$750,000; India, \$800,000; Egypt, \$1,750,000; and Straits Settlements, \$1,800,000. Adjacent territories, including British East Africa, British West Africa, Southwest Africa Protectorate, Zanzibar, Nyassaland Protectorate, Northeast Rhodesia, Mauritius, etc., aggregate over \$11,000,000 in imports from the Union, or 13 per cent of the total trade.

MARKET FOR BEER IN CUBA

(British Board of Trade Journal)

Advices received from H.M. Legation at Havana report that there is at present a good demand for British beer in Cuba, as the local breweries are unable to cope with the great demand. It is stated that during the summer months, on account of the bad water supply, beer is a very popular drink, and last year in the eastern third of the island it was at times difficult to obtain supplies. The locally made beer, which sells in Havana for 20 cents the half-bottle, was sold in the interior of the country for 60 cents the half-bottle.

It is reported that Canada and Germany are now beginning to enter the Cuban market. The German beer exported since the termination of the war is, however, stated to be very poor in quality. Canadian beer is not well known, and sales will consequently be slow for some time. British beer, on the other hand, is well known and very popular in Cuba, and on that account it is an easy matter to place on the market any new brand, as those now being sold are so well accredited that a favourable impression has already been created.

INDUSTRIAL AND TRADE NOTES FROM AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Cost of Australian Labour Strikes

Melbourne, March 23, 1921.—The Commonwealth Statistician has recently computed the cost of strikes to Australian workers.

Considering that the population of Australia is approximately 5,500,000, the figures are impressive and disclose that for four and a half years the estimated loss in wages amounted to £8,825,472, as follows:—

Year	No. of working day lost	Estimated loss in wages
1916.....	1,678,930	£ 967,604
1917.....	4,599,658	2,594,808
1918.....	580,853	372,334
1919.....	5,652,726	3,492,936
1920 (six months).....	2,206,432	1,397,790
Total.....	14,718,599	£8,825,472

Shipping, coal and other mining disputes were largely responsible for these losses which, with the consequent restrictions upon ordinary trading conditions, have had a marked effect for the time being upon the purchasing power of the community.

Production of Osmiridium in Australia

Investigation in regard to the outlook in the osmiridium market have recently been conducted by the Government of Tasmania, from which state practically the whole of the Australian output is derived.

During 1920 Tasmania produced 2,000 ounces, valued at £77,114, the average price being £38 an ounce. The quality of the osmiridium produced from this source is considered to be superior to that obtained elsewhere.

Various buying agents interviewed by the Government's representatives are of the opinion that the present cessation of buying for oversea markets is of a temporary character, induced by the general financial stress, and that the demand in future will be a permanent one on a good basis as to price. One firm representing North American factories offered to take the whole of the Tasmanian output at the world's parity.

Osmiridium is chiefly used as points for fountain pens; also to harden bearings for delicate instruments, and in jewellery settings.

During the period of the war, and since then, large quantities were purchased for shipment to Canada chiefly in connection with the fountain pen industry in the Dominion.

Marked Expansion of Australian Industries

In a statement recently made by the Commonwealth Treasurer it was indicated that as a result of the war there has been a considerable amount of capital forthcoming, both local and from overseas, for investment in business concerns in Australia.

During the war period and up to the end of 1919, proposals for the issue of new capital, whether local, British or foreign, had to be sanctioned by the Commonwealth treasurer before they could be registered in Australia. Since 1919 it has only been necessary for foreign concerns, or British companies in which there is foreign capital, to obtain a permit before registration could be effected.

Figures published by the Commonwealth Bureau of Commerce and Industry show that from January, 1916, to December, 1919, the total issues of fresh capital authorized in respect to both new and existing companies totalled £111,716,478, representing

6,391 separate concerns. Of this amount, £62,926,784 was subscribed in cash, whilst £12,571,506 was met by the transfer to capital of reserve and undivided profits, and £36,218,188 by the transfer of assets other than cash. Of the total, 3,428 represented new business, the amount subscribed in cash for these industries being £24,841,991.

Included in the list were 1,596 new companies, formed to carry on manufacturing or other production, whilst 1,382 applications related to existing companies engaged in similar enterprises. The cash requirements of those were £51,547,907. Later figures available show that during the six months ended June 30, 1920, additional companies to the number of 1,011 were registered—of an aggregate nominal capital of £70,000,000, and that the increase of capital for existing concerns amounted to £15,000,000. The Treasury has at present under consideration for registration in Australia the applications of foreign concerns with an aggregate nominal capital of £25,000,000.

The actual establishment of a large number of concerns which have been formed for manufacturing and productive purposes is stated to be contingent upon the ratification, in the coming session of parliament, of the high customs duties at present being collected under the tariff tabled in March, 1920.

Australian Woollen Industry

According to official figures supplied by the Director of the Commonwealth Bureau of Commerce and Industry, twenty-two new woollen-textile manufacturing companies have been registered in Australia since March, 1920, with an aggregate nominal capital of £3,705,000, whilst eleven similar concerns are in course of formation, representing a total of £1,465,000. These are all in addition to the thirty-five woollen manufacturing concerns which were already in existence in March, 1920.

The twenty-two concerns registered comprise five with a capital of £20,000 each; one with £25,000; three with £50,000; one with £75,000; four with £100,000; one with £130,000; one with £150,000; one with £250,000; one with £300,000; one with £375,000; two with £500,000, and one with £750,000. Of the eleven companies in the course of formation two are to be capitalized at £20,000 each; one at £75,000; three at £100,000; one at £150,000; two at £200,000, and two at £250,000.

The above figures do not include the registration of private firms, or the rapidly increasing knitting factories.

Australian Wool Conference Resolutions

At a conference just held in Melbourne of representatives of wool growers, brokers, associations and societies and other branches of the wool industry, the following resolutions in connection with the future disposal of Australian wool along the lines proposed by the recently formed British-Australian Wool Realization Association, Limited, were unanimously agreed to:—

“That the allocation of the quantities of wool for submission at auction sales in England and Australia be arranged by the British and Australian boards of the British-Australian Wool Realization Association, subject to the proviso that the quantity allocated for Australian auctions must not be less than British offerings. It is understood that the Australian Board of the British-Australian Wool Realization Association will advise the executive committee of National Woolbrokers' Council of all market movements and developments.

“That minimum reserves be placed on British-Australian Wool Realization Association wools and current clip of wool on parity limits, to be agreed upon between the British-Australian Wool Realization Association and the National Council of Wool-selling Brokers of Australia.

“Should these bodies fail to agree as to the quantities to be offered and the minimum limits, and differences shall be remitted to an appeal board, consisting of three representatives appointed by the National Council of Wool-selling Brokers and

three representatives appointed by the British-Australian Wool Realization Association, the chairman of the Wool Realization Association to be chairman of the appeal board, and have a casting vote.

"That the period of operation remain in force until September 30, 1922, when the matter shall again be reviewed.

"That the British-Australian Wool Realization Association accepts the responsibility of redeeming about £5,000,000 priority wool certificates on or before July 31, 1921.

"That the members of this conference are in unanimous agreement as to the imperative necessity of giving effect to the above resolutions."

The objects of the British-Australian Wool Realization Association, Limited, are to ascertain what proportion of the wool on the market of the world can be absorbed and to regulate the supply. It is stated that the minimum reserves to be placed on the wool is not to be regarded as a fixing of prices, but as the making of a reserve limit in order that all the growers and brokers may be on the one footing. The redemption of about £5,000,000 worth of priority wool certificates on July 31 next is designed as a payment to facilitate financial institutions granting assistance to growers in necessitous circumstances and is expected to afford relief to the present adverse financial position.

Apart from the current clip, a large portion of which still remains unsold, there were on December 31, 1920, 2,584,000 bales of Australian and New Zealand wools remaining on hand out of the Imperial Government purchases in previous seasons. Of this quantity, 1,391,000 bales were stored in the United Kingdom, 883,461 in Australasia, and the balance afloat for the United Kingdom and in foreign ports. It is officially stated that the current clip (1920-21) will approximate 1,700,000 bales.

The Commonwealth Bureau of Science and Industry

For some considerable time the Commonwealth Bureau of Commerce and Industry, with an experienced staff and fine offices, has been established in Melbourne for the development of Australian trade and industries. The activities of this bureau have been favourably recognized, and its efforts in the extension of the manufacture of woollen goods in particular have met with success. Close attention has constantly been devoted to investigation into raw materials suitable for both domestic and export trade.

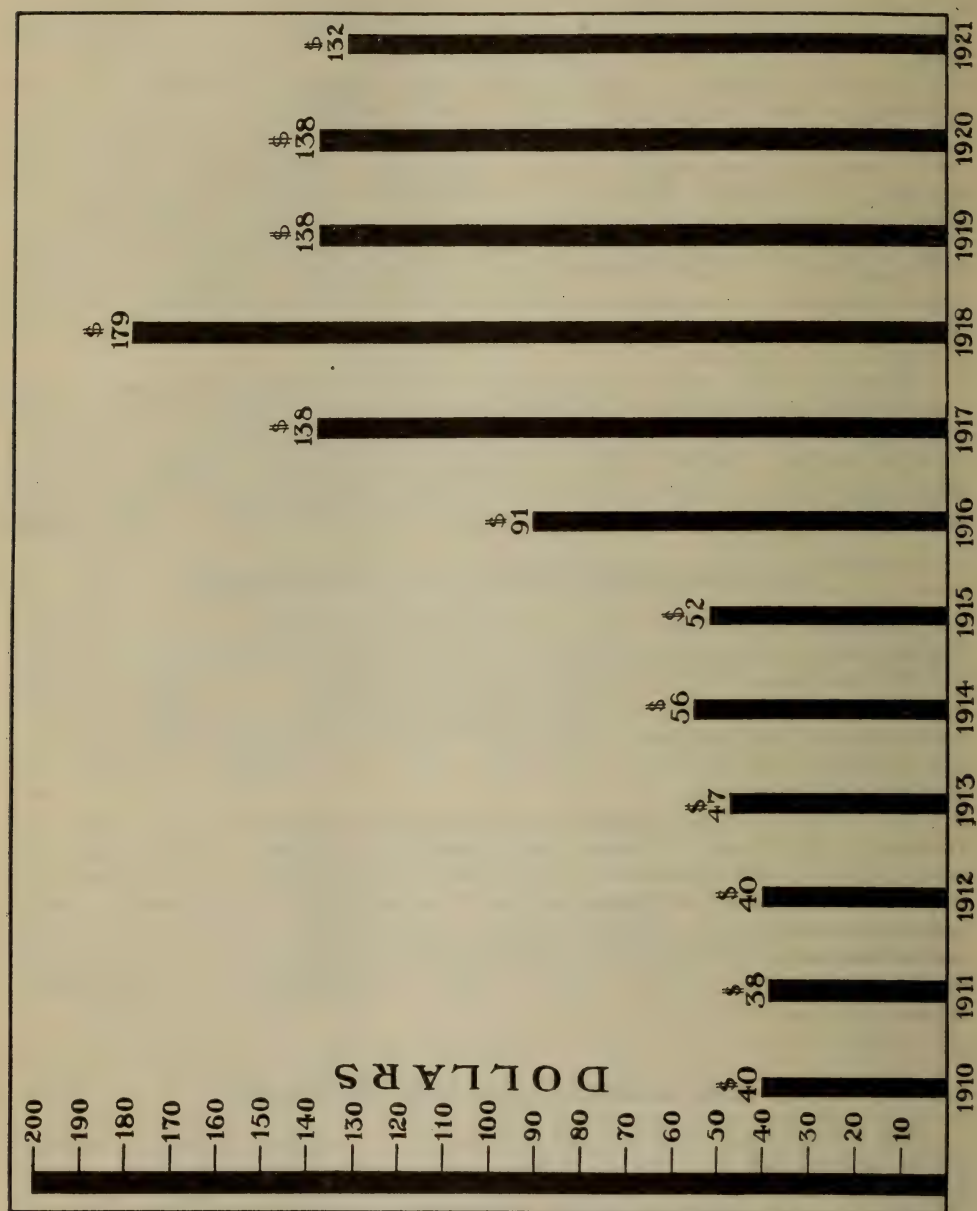
Mr. G. H. Knibbs, Commonwealth Statistician, has recently been appointed Director of the Bureau of Science and Industry, at a salary of £2,000 a year. In connection with this appointment, it may be stated that the *Commonwealth Year Book* has been generally recognized as one of the best in the English-speaking world and, combined with the implicit confidence and reliance of the people on the statist's conclusions on many important matters affecting Australian interests, has thoroughly established the rather unique reputation held by the Director of the Commonwealth Bureau of Science and Industry.

NEW TANNING MATERIAL IN FRANCE

The French press calls attention to the value as a tanning material of the plant known to botanists as *Acacia arabica*, says the *British Board of Trade Journal*. Fifty-five tons of this plant were imported into France from 1916 to 1918, and experiments made at the "Laboratoire général des productions coloniales" showed that it could be used for tanning either alone or with sumac, quebracho, and oak bark. It would appear, indeed, that it might replace Sicilian sumach, of which 7,000 tons, to the value of more than two million francs, were imported into France during the year 1913. The plant is believed to grow abundantly in French West Africa, and that it may count in the future as one of the resources of the colony.

CANADIAN EXPORTS (CANADIAN PRODUCTS ONLY) EXPRESSED IN DOLLARS PER HEAD OF POPULATION, 1910 TO 1921

(Fiscal year ending March 31 of year stated)



In connection with the above graph which gives the exports per head of the population: in order to make it as accurate as possible, an estimated population has been used for each year since the last census, 1911. For example, the estimated populations employed for the last five years are as follows: 1917, 8,361,000; 1918, 8,593,000; 1919, 8,835,000; 1920, 9,030,000; 1921, 9,233,000.

OFFICIAL TESTS OF BRITISH COLUMBIA TIMBERS BY H.M. BOARD OF WORKS: SATISFACTORY RESULTS

A report appeared in the *Weekly Bulletin* No. 871, dated October 11, 1920, in regard to tests, which had been made of British Columbia timbers by the Advisory Committee on Timbers of the Imperial Institute at South Kensington, London.

In continuation of this report advice has been received from the Imperial Institute that the practical trials referred to therein, with a view to testing the suitability of the woods for joinery purposes, have now been completed. The woods in question are Douglas fir, British Columbia spruce and western hemlock.

The Imperial Institute has been informed by the Director of Works that the trials have proved quite satisfactory, and that the woods concerned compare favourably with European joinery timbers. The results show that Douglas fir should certainly be used for ordinary doors, window frames, sashes, skirtings, etc.; while British Columbia spruce and British Columbia hemlock would be quite satisfactory for table-tops, shelving and similar classes of joinery.

In view of the satisfactory results of these practical trials and of the strength tests carried out on behalf of the Imperial Institute, His Majesty's Office of Works has decided that the three British Columbia woods mentioned shall be included in the official timber specifications of that department, as alternatives to established European timbers. It is of course not possible to specify that the British Columbia woods in question shall be used exclusively, since the majority of the work carried out by His Majesty's Office of Works is conducted on a competitive basis.

In informing the Imperial Institute of this decision, the Director of Works refers to certain prejudices which exist in this country against the use of British Columbia timbers, and suggests possible causes of this state of affairs. It is understood that the matter is one of great interest to His Majesty's Office of Works and the questions raised by the Director of Works are to be fully examined by the Timbers Committee.

PRESENT POSITION OF THE FISH TRADE IN FRANCE

LT.-COL. HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

Paris, April, 1921.—The canned fish trade in France is suffering, like every branch of commerce, from depression due to the increase of unemployment and to the grave uncertainty of the position in regard to Germany. Merchants are consequently buying only sufficient to meet the immediate requirements. In regard to salmon, the market is further affected by abnormal selling conditions. One firm which has a large stock at Bordeaux is now offering salmon at 90 fr. a case free on rail at Bordeaux. The ordinary price is 100 fr. buying direct, and these offers from Bordeaux are attributed to the need to realize part of the stock so as to obtain cash to meet current needs.

Lobster.—Lobster, which is much more important than salmon as far as the French market is concerned, is now about 50s. a case cheaper than it was last year. The present price is about 150s. a case c.i.f. Havre. Some English firms are offering lobster at 145s. a case of 96 half-pound cans, but there are few buyers even at this figure.

There can be no doubt that the key to the recession in prices is the decrease in the purchasing power of the French working classes, due to temporary causes. When these disappear the demand for salmon and lobster is sure to revive. In good times, the French artisan is a great consumer of canned lobster. He considers it a necessary item in a good dinner. The chief sales of lobster in France are made in the manufacturing cities, such as St. Etienne, and among the miners in the north. There is no demand for it in the agricultural districts. The size which the French

consumer prefers is the half-pound tin, sold retail at about 6 fr. 25c. Next in order of preference, but a long way behind, comes the quarter-pound tin, then the pound, and last of all, the three-quarter pound size. Canadian lobster is well packed, attractive, and well liked by a large section of the French public, who will resume buying when the industrial situation improves and especially when exchange becomes less unfavourable. Many firms are at present afraid to risk making purchases as an improvement in the exchange value of the franc would compel them to sell their stocks at a loss.

Crayfish.—One rival to lobster in the French market is Cape crayfish, which is called Cape Rock Lobster on the labels and is known to the French as *langouste du Cap*. This article is obtainable at 100s. the case of 96 half-pound tins c.i.f. Havre and sells retail at about 4 fr. 75c. the tin. The public seems to like it fairly well, but the wholesale dealers are rather chary of handling it, as they say it does not keep so well as lobster and there are sometimes complaints from customers who have got hold of a bad tin. So long as the Cape crayfish has this reputation, merchants will buy only small lots which can be worked off quickly, and it will not compete seriously with salmon or lobster.

Sardines.—An article which commands a good sale in France at present, and may to a certain extent have temporarily taken the place of lobster, is the Portuguese sardine. There are quite a number of brands of this article on the market, but only two or three on which any reliance can be placed. As a general rule, the Portuguese packing is indifferent. A packer may begin by supplying 1,000 cases of good sardines, but the next consignment is very likely to be inferior, and the third may be worse still. When there is reason to suspect any lot of these sardines, it is usually shipped to one of the African colonies, the coloured inhabitants of these regions being supposed to like a highly flavoured article. The Portuguese sardine is very inferior to the French sardine, but owing to its cheapness, it is to a certain extent temporarily filling the place of the salmon and lobster which French artisans can no longer afford. Canadian pilchards, packed in oval boxes, were placed on the French market some years ago, but were not a success. There might be an opening for them now if the price difficulty due to exchange could be overcome.

Salmon.—In regard to salmon, there are some points to be borne in mind with a view to the future requirements of the French market. What the French call the *boite basse*, or small tin standing only about a couple of inches high, was imported in large quantities before the war, but is now seldom seen. These small tins used to contain a slice out of a good-sized salmon, which was more presentable than the contents of the high tins usually are, and was preferred by the restaurants. It has therefore been suggested to me that Canadian packers should not abandon the *boite basse*. The present vogue of the tall tin of salmon is, of course, due to American army stocks. Before the war, chum salmon sold very well in France, because it was cheap and the French public knew of no other kind. The American army stocks made the French acquainted with pink, red spring, coho, etc., and they were soon recognized as being better than chum, but at present they are too dear. Pink, which is not much more expensive than chum, seems to be the favourite at present. White spring, though a very good fish, has little chance of success. The colour arouses the suspicions of the French consumer, who think he is being put off with an imitation of salmon. Pink is being sold by English dealers at 27s. a case of 96 half-pound tins, and 24s. the case of 48 pound tins c.i.f. Havre.

Salt Cod.—There might be a market in France for salt cod packed in wooden or strong cardboard boxes containing 500 grammes of fish. Under no circumstances should the English pound (463 grammes) be sent. The difference in weight confuses the French buyer and sets him against the article. The fish would have to be in good slices, and as well prepared and attractive as the French article, it being remembered, of course, that boats from Fécamp and other French ports obtain the same fish as those supplied to the Canadian packers. It has also to be remembered

that the sale of salt cod in France is practically confined to one week in the year—Holy Week—so that consignments from Canada would have to be timed in order to reach the distributing centres in France just before this season. For the rest of the year, any requirements not met by the French fisheries are supplied by Norway in barrels of 50 and 100 kilos.

Herrings.—Smoked herrings are imported from Norway, but the demand is small, as it is quite unknown to the French people, and is only bought by the foreign population.

It should be stated, in conclusion, that there are complaints of defective communications between the Pacific Coast of Canada and ports in France. The last ship, the *Buenos Ayres*, took over two months on the voyage, and discharged her consignments of canned fish for France at London instead of Havre, thus increasing the loss through damage and theft. The next boat was three weeks late in starting.

MARKET FOR CANADIAN GOODS IN ANTIGUA

CONTRIBUTED BY HUGH C. MACLAINE

The chief product of Antigua (population, 32,265; whites, 1,013) is sugar; the other manufactures are cotton (lint), ice, and cornmeal. There are about 25½ miles of railway owned by the sugar factories for their own use.

In 1919 the total value of the exports of the colony were valued at £241,917, of which Canada took £13,028.

Of the total imports for the year 1919-20, which were valued at £307,954, the United Kingdom furnished £53,741, the United States £141,203, and Canada £62,474. Under the new preferential trade agreement Canada should be able to greatly enlarge her trade.

Manufacturers should bear in mind, however, that without their active co-operation Government agreements are of practically no value and, having studied these markets and cultivated them by means of experienced travelling salesmen and all other means available, should push their trade in the British West Indies.

The imports of Antigua include such articles as apples, potatoes, canned fruit and vegetables, condensed milk, butter, cheese, flour (in bags for Antigua), biscuits, oatmeal, peas, beans, lentils, lard, and salted fish and meats.

From an authoritative source the writer learned on a recent visit that the hardware trade was nearly all in the hands of the United States firms, owing to the neglect of Canadian manufacturers in not sending their travellers around, and this applies to almost every variety of hardware from machinery to shelf hardware.

With regard to cotton piece-goods, importations are large, and as charges on the ship are by measurement rather than weight, this should be noted by manufacturers when packing.

The demand for boots and shoes is limited. As a rule large sizes are in demand, with a more limited demand for smaller sizes and better qualities for white people. Cheap lines in sizes 8 and 9 for women and 11 and 12 for men have larger sales than any other sizes.

Hats, bonnets, and millinery of cheap grades are in demand.

Owing to the number of peasant landholders, there is a good and steady demand for hand implements, such as are used in agriculture, viz., forks, cutlasses, knives, shovels, hatchets, axes, and hoes. These tools are required to be of the best quality, and the best way of getting the trade is for the manufacturer to procure samples of the tools and turn out as good an article. If any manufacturer could control the West Indian market for such tools it would benefit his business immensely.

Other articles required which it would pay to export are: rubber manufactured goods, paints and varnishes, corrugated iron sheets, lumber, harness for horses, donkeys and mules, galvanized iron buckets, oil lamps and lanterns, brooms, wire nails, cordage, wrapping twines, sewing twines, locks, bolts, brushes, matches, soap, wrapping paper, candles, bags, sacks, etc.

THE APPLE MARKET IN BRAZIL

MAJOR E. L. MCCOLL, CANADIAN TRADE COMMISSIONER

Ninety per cent of the fresh apples imported into Brazil are discharged at Rio de Janeiro. They are shipped from New Zealand, Tasmania, and the United States, and are of the highest order of pack in quality, size, colour, etc.

Apples exported from Canada to this market, which is a somewhat limited one, would require to be sent in ships having cold storage facilities. At present imports can be placed round about 25,000 boxes (of 1 bushel) annually, the principal shipments being due to arrive in November and December, when the imports total 4,000 and 6,000 boxes respectively.

From February to June native fruit is plentiful. At one time when fruit was cheaper, imports were double the quantity above named. Before the war apples came from both the United States and New Zealand, but now that Australian steamers do not call at Rio on the homeward journey, all arrivals are from the States.

The reasons for diminished imports are principally:—

1. The constantly rising cost of imported fruit has put it out of the reach of many consumers, especially in the interior, which obtained its supplies from Rio. Since 1914 the c.i.f. cost of a box of dessert apples has risen from \$3.50 to \$7. In addition to this, the present low exchange has made the milreis price almost prohibitive. Wholesalers are asking Rs. 60\$000 per box, equal to 2\$000 per apple.

2. Formerly nearly all fruit coming from Brazil was imported through the port of Rio de Janeiro, but shipments are now being made direct to Bahia, Santos (for Sao Paulo market), and Rio Grande.

3. Native fruit is apparently being cultivated to a much greater extent than formerly, and a great variety of excellent fruit is now being sold by local shops, viz: oranges, tangerines, pineapples, abacates, melons, figs, etc. The season for Brazilian fruit is from February to June.

The importation of apples in any one year depends to a certain extent on the Portuguese and Spanish grape crops. If grapes are plentiful in these countries, large quantities are shipped to Brazil, with a consequent reduction in the quantity of apples required. The size of apples preferred is that giving 113 to 150 to the box. Barrel fruit is not wanted. Appearance is very important; only dessert apples will find sale in this market, the varieties in demand being King David, Jonathan, and Delicious, and, later in the season Yellow Newtown Pippins and Winesaps. The two last named are the favourites.

Duties on fresh apples are at the rate of 100 reis per kilo, payable 55 per cent in gold and 45 per cent in paper, with a further 2 per cent port tax payable in gold. There is also a port charge of $1\frac{1}{2}$ reis gold per kilo.

A box of apples is reckoned to contain 18 kilos, although with adhering moisture, ice, etc., it very often turns the scale at 19 kilos on discharge.

Exchange at the date of writing gives the duty on a box of apples at just over Rs. 5\$000 (75 cents Canadian funds). With exchange at par duties would not exceed Rs. 3\$000 per box (51 cents Canadian funds). No abatement in tariff rates is given on fresh fruits.

The names of reliable importers of apples into Brazil are on file at the Department of Trade and Commerce, Ottawa, and will be furnished to Canadian growers and exporters on application.

Canadian-Brazilian exchange for the latter part of March: \$1 = 6\$000; 1\$000 = 17 cents.

SOUTH AFRICAN GOVERNMENT'S INDUSTRIAL POLICY

ASSISTANT CANADIAN TRADE COMMISSIONER P. W. WARD

Cape Town, April 8, 1921.—Hon. F. S. Malan, Minister of Mines and Industries, made a statement of the Government's industrial policy in the House of Assembly yesterday afternoon. He said the Government had decided to appoint a board, to be known as the Customs Tariff Board. The main reasons for coming to that decision were:—

1. That it had been found necessary to co-ordinate the departments that were dealing with the question of the tariff. In the last four or five years they had an industrial section of the Mines Department, which dealt with industries from the point of view of encouraging them and getting certain information. The Customs Department, on the other hand, dealt with the tariff, and it very often happened that information in the possession of one department is not known to the other, and he thought it was necessary to have a board by which these two departments could be brought more closely in touch so as to know exactly what information there was available.

2. It had been found necessary to give to this question of the tariff more close and continuous study than could be done by the Scientific Advisory Board (appointed some time ago for the purpose of studying South African industrial advancement) which, after all, was a voluntary board, and met only from time to time, and could not give that close attention which the industries of the country now required.

FUNCTIONS OF THE BOARD

The functions of the board would be:—

(a) To hear and examine complaints which may be made as to the working of the customs or excise tariff.

(b) To advise the Government in regard to:—

- (1) The adjustment of anomalies which may from time to time occur in the tariff.
- (2) What steps may be necessary to assist and develop the industries of the Union.
- (3) And such other matters as the Government may refer to the Board for their advice and consideration.

CONSTITUTION OF THE BOARD

The next question of importance in connection with the board was as to how it would be constituted. The board would consist of not more than five members, of whom one would be the scientific and technical adviser of the Department of Industries, and another the Commissioner of Customs. The other members would be appointed by the Governor General.

SCOPE OF INQUIRY

Another factor of importance in connection with the board was the general lines on which they would make inquiry, and it would therefore be laid down that in carrying out its duties and in making its recommendations the board would as far as possible take into consideration the following matters:—

- (a) The price and cost of raw material in the Union and elsewhere, and the cost of transportation thereof from the place of production to the place of use or consumption.

- (b) The cost of production of the finished article in the Union and elsewhere.
- (c) The cost of transportation of the finished article from the place of production to the place of use or consumption in the Union or elsewhere.
- (d) The cost, efficiency and conditions of labour in the Union and elsewhere.
- (e) The price received by producers, manufacturers, wholesale dealers, distributors and retailers in the Union, or elsewhere.
- (f) The tariff and other conditions and factors which enter into the cost of production and the price to the consumer in the Union.
- (g) The effect of trusts and combines.
- (h) Generally all conditions affecting production and manufacture and the cost and price in the Union as compared with other countries and elsewhere; and lastly
- (i) The interest of the consumers in the Union.

NO POWER TO ALTER TARIFF

"Thus a fairly comprehensive instruction will be given to the board in making their investigation and report to the Government," said the minister. "It will be noticed that this board will, of course, not have the power to alter the tariff in any way whatever. It will have to report to the Government, and through the Government to this House, and it will be for this House to take any steps that may be thought necessary and advisable."

This statement of the Union Government's policy is the immediate result of an agitation, both outside and inside Parliament, during the past few weeks, to secure greater protection for certain South African industries which have fallen upon evil times.

It is not anticipated that any alterations to the tariff will be made during the present session, although strong representations are being made, especially in connection with the boot and shoe industry.

PROHIBITION OF IMPORTATION OF BOOTS AND SHOES INTO SOUTH AFRICA

A cablegram received from Assistant Trade Commissioner P. W. Ward, Cape Town, dated May 10, reads as follows:—

"Imports into South Africa boots and shoes prohibited until 31st December, except under license. Shipments on the water only accepted."

INCREASE OF CUSTOMS DUTIES IN CHILE

A complete translation of the Chilean Law (No. 3734, dated February 23) increasing the customs duties on most articles imported into Chile, with an indication of the former rates of duty on goods in respect of which the duty has been specially increased (i.e. where the duty has been increased by more than 50 or 60 per cent), was published in the *British Trade Journal* for April 21, 1921, which is on file at the Department of Trade and Commerce, Ottawa, and may be consulted on application to the Director of the Commercial Intelligence Service. In addition to raising customs duty, the law above referred to also increases by 50 per cent the warehouse fees payable on foreign goods in customs warehouses.

INVOICE REQUIREMENTS AND CONSULAR REGULATIONS OF THE REPUBLIC OF PANAMA

Mr. N. Tetrault, Montreal, Consul for the Republic of Panama, advises as follows with regard to consular regulations and invoice requirements respecting shipments of goods to the Republic of Panama:—

In order to comply with the consular regulations of Panama, shippers, manufacturers, commission houses, and brokers are required to present seven consular documents written in Spanish, and with them at least three commercial invoices. One of the invoices should be from the manufacturing house, having the following declaration:

“Declaramos bajo juramento que los precios y las cantidades escritas en esta cuenta son verdaderos.”

These declarations must be signed by the seller of the goods. In addition to the above documents, it is required that one set of bills of lading be certified. The Consul may accept and certify a bill of lading of the railway company that carries the merchandise from an inland point if it is accepted by the steamship line carrying the cargo to Panama. It is not allowed to ship “to the order” or “notifying.” Shipments must be made directly or through a bank.

It is understood that the same regulations apply when shipping to the Canal Zone except in the case of shipments to the United States Government, which alone has the privilege of importing goods into the Republic of Panama free of duty. Any private concern in the Canal Zone must comply with the ordinary import regulations of Panama.

The bills of lading and the steamship manifest have to be certified to by the nearest Consul of Panama to the shippers. The Republic of Panama has Consuls in the following cities: Toronto, Montreal, Vancouver, and Halifax.

PROPOSED AWARDS FOR CLEARING SCRUB LAND IN SOUTH AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, Australia, March 24, 1921.—Awards of £10,000—or approved fractions thereof—and of £500 respectively, are being offered by the Government of South Australia for new and effective methods of clearing a certain type of land—known as “mallee”—in that state. These awards should be of interest to Canadian manufacturers of stump pullers and other appliances for clearing virgin land for cultivation purposes, as well as to those of inventive genius.

The conditions governing the proposed awards are briefly outlined thus:—

The sum of £10,000—or approved fractions thereof—shall be awarded to those methods only which aim both at the destruction and removal of the aerial portions of the trees and at the eradication of the roots or underground portions thereof.

The sum of £500 will be awarded for methods aiming at the destruction and removal of aerial portions of the plants only.

The full amount of £10,000 will be awarded for any method which will bring about the complete eradication of mallee; aerial stems, underground stems and roots, under any and every condition.

The sum of £3,000, only, will be awarded for methods calculated to bring about the complete eradication of large mallee only—i.e. mallee which in present circumstances cannot be rolled down.

The sum of £7,000, only, will be awarded for methods calculated to bring about the complete eradication of small mallee only—i.e. mallee which in present circumstances admits of being rolled down.

However materially effective they may prove to be, no awards shall be granted for methods that do not comply with the following conditions:—

- (a) They must be new—i.e. not hitherto in use in the Commonwealth—or else materially important and effective improvements on older methods.
- (b) They must not be purely local in their application, but applicable on an extensive scale under conditions claimed by competitors.
- (c) They must be of less costly application than existing methods assessed on a reasonable basis, nor must the cost of application raise the capital value of cleared land above the average producing value.

DESCRIPTION OF MALLEE COUNTRY AND CLEARING METHODS

In connection with the proposed awards, careful investigation has been made by this office in order to make available to Canadian manufacturers and machinery experts an accurate description of the mallee country for which improved clearing mechanical or other appliances are required. The subsequent data has been collected from reliable sources and its accuracy cannot be questioned.

What is known as mallee land in South Australia, as well as in the adjacent state of Victoria, is the name given in both these states to territory with a distinctive type of vegetation—*Eucalyptus dumosa*—a dwarf eucalypt (hardwood) varying from 6 feet to 25 feet high. The area of mallee land in the two states is very large, and its reclamation at a small cost from virgin to arable land would mean a large increase in settlement and greater productivity. The rainfall of the mallee country varies from 8 to 16 inches, but the greater part of the cultivated area has a rainfall of 11 to 16 inches, the bulk of which falls during the growing period of the crop.

The scrub is rather easily removed by a special implement called the mallee roller. This consists of a large boiler, 3 to 4½ feet in diameter—usually a discarded or second-hand boiler. This is fitted with a triangular framework of heavy beams called the “tiger.” A fore-carriage is attached. The implement is drawn by a team of twelve to twenty bullocks, by side-drive similar to a reaper and binder, and will roll down fifteen to twenty acres a day. Any scrub or trees from 5 to 15 feet can be effectively “rolled” by this method. The very large trees among the scrub may require to be “nicked” with an axe near to the ground in order to be effectively rolled down. After the scrub is rolled, it is left till February or March, when it is burned.

The burning is usually done when a good hot north wind is blowing, and under favourable circumstances the whole of the dry scrub is burned, and the land rendered fit for cultivation without any further work. If, however, the burn is improperly done, a considerable expenditure has to be incurred in order to pick up sticks and thoroughly burn them. A good burn will reduce the whole of the vegetation and dried scrub to ashes.

The land is then ploughed with a “stump-jump” plough, and owing to the favourable nature of the ground, large areas can be ploughed in a day with relatively small teams. For this purpose a special type of plough, called the “stump-jump” plough (many of which are made in Canada), is used, and for the first ploughing the land is usually ploughed about 3 inches deep. This “stump-jump” plough will ride over any stumps that happen to be on the land.

The operations for four or five years consist of the continuous growth of wheat on the land that has been cleared. This is done with the object of getting the land quite clear of mallee shoots. The stumps that are left in the ground after rolling and burning continue for a number of years to send up strong shoots, and until the stumps are completely killed (either by dislodgment with the plough or by dying off through continuous cutting and burning of the stubbles) a full wheat crop cannot be obtained. After the land is completely cleared of stumps and shoots the farm is usually worked on a three-course rotation of wheat, pasture, and bare fallow, thus growing one wheat crop on bare fallow every three years.

In order to grow wheat successfully on these areas, the wheat must be preceded by a carefully worked bare fallow. This helps to conserve the soil moisture from the previous season, and enables a full crop to be grown. The average yield of the mallee country is a shade under 10 bushels of wheat per acre, but with judicious rotation and cultivation this is easily raised to 12 or 14 bushels.

SPECIAL MALLEE DIFFICULTIES TO OVERCOME

The underground stumps or lower portion of the trunk of the trees are bulbous in shape and frequently are partly above ground, but generally the stumps are below the surface and continually send up shoots in an umbrella formation. The average diameter of the stumps is from 2 to 3 feet with underground prongs, the whole being somewhat similar to a gigantic tooth when withdrawn from the earth. On the surface, the clumps of shoots from the stumps are about 2 or 3 feet apart, but, owing to their wide spread, present a very dense appearance. The shoots vary from 1 to 6 inches or more in diameter, and are readily broken from the stumps without serious effort.

The awards are for methods which would be quicker and more effective in clearing the land than those described, particularly in regard to the underground stumps of the scrub and the continuous growth therefrom. The eradication now takes from four to five years to complete after the land has first been put under cultivation.

COMPETITION CLOSES DECEMBER 31, 1921

A number of copies of the full conditions governing the awards have been forwarded to the Department of Trade and Commerce, Ottawa, where they may be obtained upon application by those interested (refer file No. T.C.-2-101). Four photographs have also been forwarded to give a general idea of the nature of land to be cleared.

Applicants for the awards should forward their claims to the Director of Agriculture, Victoria square, Adelaide, South Australia, to reach him not later than December 31, 1921.

TARIFFS OF THE INTERNATIONAL CUSTOMS BUREAU

The International Customs Bureau, Belgium, has published the tariff of St. Lucia, B.W.I., which was assented to August 25, 1920. This tariff does not show the preferential rates provided for in the 1920 Canada-West Indies Trade Agreement and no advice has yet been received that St. Lucia has put the proposed new preference into effect. A new edition of the customs tariff of Czecho-Slovakia, dated March, 1921, has also been received from the Bureau. Copies of the tariffs issued by the International Customs Bureau are supplied to the principal boards of trade and customs houses throughout Canada. Any boards of trade, chambers of commerce, or similar institutions desiring these tariffs may have their names placed on the mailing list by making application to the Director, Commercial Intelligence Service, Ottawa.

CANADIAN PACIFIC RAILWAY COMPANY'S TRAFFIC ARRANGEMENTS AT PORT OF VANCOUVER

The Canadian Pacific Railway Company have recently completed traffic arrangements with the Osaka Shosen Kaisha (Isaka Mercantile Steamship Company, Ltd.) and the Nippon Yusen Kaisha (the Japan Mail Steamship Company, Ltd.) whereby steamers of these two companies will now call at the Canadian Pacific Railway docks in Vancouver, B.C., and will handle import and export freight in conjunction with the Canadian Pacific Railway.

The Canadian Pacific Railway have now completed traffic arrangements with all the principal steamship companies operating to and from the Far East, whereby traffic can be handled on either steamship bills of lading or through Canadian Pacific Railway bills of lading.

CALCULATION OF POUND STERLING FOR CUSTOMS PURPOSES IN CEYLON

A customs notification of Ceylon, dated February 23, published in the *British Board of Trade Journal*, states that for customs purposes the pound sterling will be calculated at the rate of 1s. 4d. to the rupee, with effect from February 25, 1921, until further order.

PILFERAGE IN TRANSIT FOLLOWS POOR PACKING

The current *Journal* of the Huddersfield (England) Chamber of Commerce contains an article on pilferage and packing, in which attention is drawn to the systematic thieving in connection with goods in transit, and the question is raised as to what extent packers are responsible. "It is safe to say that if all goods, at all times, were as much at the mercy of thieves as are 'goods in transit' the business world would have to put up its shutters, because it could not carry on." While losses are directly due to thieves, it is suggested that it is nevertheless a fact that very often "the sight of means to do ill deeds makes ill deeds done," and one fault of present-day shipping practice is that it affords many opportunities to "make a thief." The object of packing is not merely for protection against damage, but for security against theft, and the important bearing of bad packing not only upon the loss of goods by theft but also upon the settlement of claims for such losses is largely overlooked.

SOME EXAMPLES OF FAULTY PACKING

While there are many examples of faulty packing that help the thief and free the various authorities from responsibility, they are roughly divided, the *Journal* states, into a few leading types:—

One of the most common faults in packing is the use of second-hand cases, which are, of course, comparatively easy to open without detection. The result is that, as officers cannot judge by appearance as to whether goods have been taken out before the cases reached the ship, they are obliged to give a "repacked" receipt, which means that no claim will be paid by the ship for loss or damage by thieves.

Another common fault is the use of new cases with weak lids, protected, it may be, by extra battens around the edge, but the nails of which are driven straight down without clinching, with the result that the top boards drop and the nails "draw."

Cases otherwise satisfactory but not bound with hoop-iron are also frequently used, and are often quite unable to meet the ordinary inside and outside strains. The nails become sprung with the few handlings on train and wharf, and the goods are exposed by their own weight. For these cases, which offer a distinct temptation to the pilferer, the ship will only sign an "insufficiently packed" receipt, which prevents any claim for theft.

Other cases are bound with soft hoop-iron, which actually breaks in handling on and off the freight cars and before the ship is reached. Cases with openings similar to crates in which hooks can easily be inserted, and cases so frail as to be unfit for ordinary handling are other familiar examples of packing which not only throws the loss but most of the blame for pilferage upon the shippers themselves.

SUGGESTED REMEDIES FOR THE EVIL

The *Journal* offers several practical suggestions for remedying the evil:—

1. Don't use second-hand cases unless they are strong and good and unless they contain articles not likely to attract thieves.
 2. See that all cases have good ends and that all nails are properly clinched.
 3. Bind all cases with strong hoop-iron at ends and also around middle.
 4. Don't use frail cases.
 5. Use only hoop-iron that will stand the strain of ordinary rough handling.
- "Scrap" all old soft hoop-iron.

THE ANNUAL MILAN SAMPLE FAIR

W. McL. CLARKE, CANADIAN TRADE COMMISSIONER

Milan, April 16, 1921.—There was opened here this week the second annual Milan Sample Fair, with the attendance of the Italian Minister of Commerce. This fair, which is run on the same lines as the Leipzig and Lyons Sample Fairs, made its beginning last spring, when 1,200 Italian firms and 200 foreign companies participated, and when over 1,000,000,000 lire of business was transacted. Encouraged by last year's success, the committee tried this year to surpass even the success of 1920. The result has been that the space occupied by the wooden stands and pavilions this year amounts to 25,000 square metres. The circumference of the semicircle along which the fair is housed, and which curves around the famous public gardens of Milan, is well over 10 kilometres.

In addition to the Italian firms exhibiting this year are 728 representatives of other nations, among which may be mentioned the participation of Germany, Austria, Hungary, the United States, Belgium, Czecho-Slovakia, France, Mexico, Denmark, Great Britain, Holland, Spain, Norway, Sweden, Switzerland, and Roumania. The largest number of foreign firms at the fair come from Germany, and total 284. Switzerland has 34 different exhibits.

The samples from Germany weight more than 54,000 kilogrammes, those from Czecho-Slovakia, Austria, and Hungary more than 120,000 kilogrammes, while the English samples sent forward amount to 12,000 kilogrammes, and those from Switzerland to 10,000 kilogrammes. Altogether there are this year 1,864 stands with over 3,000 different exhibitors.

The fair is divided into 31 groups; the section with the most numerous displays, some 312 in all, being that devoted to the mechanical industries. There follows the electro technical section with 118 exhibitors, and the jewellery group with 98 participants. Some 128 Italian importers are also showing products which they handle from abroad.

The Milan Fair will continue for two weeks, and already there has been a considerable influx of visitors and buyers for the opening days.

GROWING MARKET FOR FARM TRACTORS IN ECUADOR

Ecuadorian farmers are beginning to recognize the value of tractors as a means of advancing agriculture, says the *United States Commerce Reports*.

The inhabited parts of Ecuador are very definitely divided into highlands and lowlands, the former occupying the Andean country, the latter the coastal region. It is principally in the lowlands that tractors are being sold. This coastal region is only slightly rolling, and is composed of alluvial soil which is damp or covered with water during the greater part of the year, hence it requires machinery adapted to such conditions.

Both the caterpillar and ordinary types of tractors have been tested, the caterpillar type being the more satisfactory since the ordinary type cuts through the light sod. Four of the caterpillar type and two of the ordinary type of tractor of American manufacture, as well as one of Italian type, are in use in this region, but the conditions favour the first mentioned. On the other hand, the ordinary type is preferred for the highlands, as it is adapted to the conditions there.

TERMINAL CHARGES AT VANCOUVER TO BE ABOLISHED

Mr. G. C. Dew, Asiatic freight agent of the Canadian Pacific Railway Company, writes under date May 5, 1921, that in the past it has been the practice to assess a terminal charge at Vancouver 30 cents per 2,000 pounds on export traffic and 25 cents per ton (weight or measurement) on import traffic. Arrangements are being completed whereby these terminal charges will be abolished.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MAY 11, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending May 11; those for the week ending May 4 are also given for the sake of comparison:—

		Week ending		Week ending	
		May 4,		May 11,	
		1921		1921	
Parity.					
Britain.. . . .	£	1.00	\$4.86	\$4.4257	\$4.4632
France.	Fr.	1.	.193	.0886	.0934
Italy.. . . .	Lira	1.	.193	.0544	.0591
Holland.	Florin	1.	.402	.3931	.3993
Belgium.	Fr.	1.	.193	.0886	.0934
Spain.. . . .	Pes.	1.	.193	.1561	.1536
Portugal.	Esc.	1.	1.08	.1013	.1030
Switzerland.	Fr.	1.	.193	.1979	.2008
Germany.	Mk.	1.	.238	.0170	.0181
Greece.. . . .	Dr.	1.	.193	.0673	.0588
Norway.	Kr.	1.	.268	.1709	.1842
Sweden.	Kr.	1.	.268	.2617	.2643
Denmark.. . . .	Kr.	1.	.268	.2021	.2014
Japan.	Yen	1.	.493	.5373	.5432
India.. . . .	R.	1.	2s.	.2951	.2996
United States.	\$	1.	1.00	1.1137	1.1200
Argentina.	Pes.	1.	.965	.7907	.8148
Brazil.. . . .	Mil.	1.	.4850	.1503	.1512
Roumania.. . . .	Lei	1.	.193	.0185	.0190
Jamaica.	£	1.	4.86	4.4438	4.4772
Shanghai, China.	Tael	1.	.631	.7545	.7616
Batavia, Java... . .	Guilder	1.	.402	.8786	.5152
Singapore, Straits Settle- ments.. . . .	\$	1.	.49	.5151	.3808
Barbados.	\$	1.	1.	.92½-.94½	.92½-.95
British Guiana.	\$	1.	1.	.92½-.94½	.92½-.95
Trinidad.	\$	1.	1.	.92½-.94½	.92½-.95
Dominica.	\$	1.	1.	.92½-.94½	.92½-.95
Grenada.	\$	1.	1.	.92½-.94½	.92½-.95
St. Kitts.. . . .	\$	1.	1.	.92½-.94½	.92½-.95
St. Lucia.. . . .	\$	1.	1.	.92½-.94½	.92½-.95
St. Vincent.	\$	1.	1.	.92½-.94½	.92½-.95
Tobago.	\$	1.	1.	.92½-.94½	.92½-.95

NEW MEXICAN CONSUL APPOINTED AT TORONTO

Senor Gustave Luders de N. has been appointed to be consul of Mexico at Toronto vice Senor Carlos M. Gaxiola, who has been transferred to Corunna, Spain. In view of the growth of commercial interests between Canada and Mexico, it is intended that the consulate at Toronto will shortly become a consulate-general for the whole of Canada.

TARIFF RULINGS IN BRITISH HONDURAS

Advice has been received from British Honduras to the effect that ploughs, harrows, hoes, rakes and forks may be imported into that colony free of duty as agricultural implements or tools. Pipe fittings which have not been imported with machinery and which could be used for purposes other than with machinery, will be dutiable as hardware at 10 per cent under the preferential tariff and 15 per cent general tariff. The general tariff on fuel oil has been raised from 1 cent to 2 cents per gallon. From July 1st, import duty on cinematograph films will be collected at the rate of 25 cents per 100 feet under the preferential tariff and \$1 per 100 feet under the general tariff. The preferential tariff in each case is applicable to imports from Canada.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

3048. **Quills, horns, etc.**—A London firm are open to purchase regular supplies of horns, horn tips, goose and other quills, and invite offers from Canadian producers interested.

3049. **Salt fish, flour.**—A commission firm in Kingston, Jamaica, wish to get into touch with Canadian purchasers of citrus fruit, cocoanuts, cocoa, coffee, also Canadian exporters of salt fish and flour.

3050. **Representation in Central America.**—A British business man who has carried on business for several years in Central and South America, wishes to get in touch with Canadian manufacturers and exporters, with a view to selling their lines in Jamaica, Costa Rica, Panama, Colombia, and Central America generally.

3051. **Locomotive spare parts.**—Department of a Colonial Government wish to get in touch with Canadian firm able to supply spare parts for Baldwin locomotives.

3052. **Farm machinery.**—Department of Agriculture of a Colonial Government wish to receive catalogues and prices from Canadian manufacturers of corn-cutting machinery for silos. The same department are also in the market for stationary kerosene engines for farm use.

3053. **Baby carriages, furniture, etc.**—A firm engaged in the import and sale of furniture and other household equipment in Jamaica desire to be placed in touch with Canadian manufacturers of the following articles: wicker baby carriages; refrigerators; wicker parlour furniture; iron bedsteads; bedroom, parlour, and dining-room furniture; general house furnishing goods. Interested Canadian manufacturers are invited to submit illustrated catalogues and price lists.

3054. The Municipal Council of Johannesburg, South Africa, are in the market for 15,000 feet of 4-inch black wrought iron piping and 100 4-inch sluice valves, required in connection with same. Specifications, conditions of contract, and particulars of special conditions may be seen on personal application to Room 175, West Block, Ottawa (file No. 21011).

3055. **Carbide, paper and glassware.**—Brazilian importer wishes to form connections with Canadian manufacturers of the above products.

3056. **Pumps.**—One of the best-known firms of South African engineers and mining material merchants, with headquarters in Johannesburg, desire to negotiate with a Canadian manufacturing house specializing in centrifugal pumps, for their South African agency. Catalogues, prices f.o.b. Canadian Atlantic ports, and full particulars as to agency plans desired with first letter.

3057. **Carriage springs and axles.**—A Johannesburg manufacturers' agent, who also covers the whole of the Union territory, desires to get into touch with a Canadian house manufacturing carriage springs and axles, etc., with a view to South African representation and the carrying of stocks. Full particulars, prices, shipping, weights, measurements, etc., desired immediately.

3058. **Suction gas engine.**—A Cape Town firm of engineering agents, already representing certain leading Canadian manufacturers throughout the South African territory, wish to secure the sales agency for a Canadian-made suction gas engine. Fullst particulars as to specification, prices, and agency agreement with first letter.

3059. **Calendars.**—A well-known South African stationery house with headquarters in Cape Town desire to negotiate with a Canadian publisher of calendars for trade purposes. Samples, prices, and full particulars desired with first letter.

3060. **Paper, etc.**—A Cape Town commission house, trading throughout the Union territory, desire to get into touch with Canadian manufacturers of kraft paper, pulp boards, and show boards, the latter for cardboard box-making. Fullst particulars desired with first letter.

3061. **Hollow-ware.**—A South African firm of commission agents, with headquarters at Cape Town, desire to represent Canadian manufacturers of galvanized hollow-ware and cast-iron hollow-ware. Particulars as to prices f.o.b. Canadian Atlantic ports, quantities and packing, etc., together with agency terms, desired by first letter.

Foodstuffs

3062. **Mild-cured spring salmon.**—A London firm have inquiries for mild-cured British Columbia spring salmon packed in tierces containing 850 pounds in shipments of 20 tons, and invite offers from British Columbia packers able to fill orders.

3063. **Canned fruits, salmon, and lobsters.**—A London produce merchant claiming a large connection among buyers is desirous of securing the agency of first-class Canadian packers of canned fruits, salmon, and lobsters.

3064. **Granulated white sugar.**—A Manchester firm wish to receive samples and prices for granulated white sugar immediately.

3065. **Tomato pulp.**—A responsible English firm desire to be placed into communication with reputable Canadian concerns who can supply tomato pulp in barrels. It is an essential condition that quality and keeping properties should be first class, although the skins may be left in the pulp. The pulp must be made from ripe tomatoes, of good flavour and colour.

3066. **Cereals and general produce.**—A firm of importers in Alexandria, Egypt, wish to be placed in communication with Canadian exporters of cereals and general produce. Bank and business references furnished.

3067. **Cheese.**—Firm of importers in Alexandria, Egypt, desire to enter into communication with Canadian firms interested in the export of Cheshire cheese, or other Canadian cheese of a similar kind. References given.

AMERICAN COMPETITION IN THE BRITISH COAL MARKETS

The importance of coal in the industrial life of the country and as one of its principal exports in exchange for which come the raw materials most needed in Great Britain does not need emphasizing, says the *London Times*. It is noteworthy that American coal is for the first time being advertised in British papers by American producers who are seeking for British customers, and American coal is driving British coal out of oversea markets.

In the first ten months of the year 1919 America exported 3,798,917 tons of bituminous coal to Europe, and 1,456,285 tons to South America. In the same period of 1920 she exported 10,935,015 tons to Europe—nearly three times as much—and 2,850,297 tons to South America—twice as much. In 1919 America sent a mere trifle of coal to Egypt, 36,043 tons. In 1920 she sent no less than 501,515 tons. These figures are typical, for while the grand total of American exports of coal in the first ten months of 1919 was 20,400,012 tons, in the first ten months only of 1920 it was 32,313,625 tons.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Montreal

TO LIVERPOOL.—*Canadian Navigator*, Canadian Government Merchant Marine, Ltd., about May 18; *Victorian*, Canadian Pacific Ocean Services, Ltd., about May 20; *Hoerda*, Canada Steamship Lines, agents, about May 21; *Megantic*, White Star-Dominion Line, about May 21; *Melita*, Canadian Pacific Ocean Services, Ltd., about May 28; *Minnedosa*, Canadian Pacific Ocean Services, Ltd., about June 3; *Canada*, White Star-Dominion Line, about June 4.

TO LONDON.—*Wyncote*, Furness Line, about May 16; *Oristano*, Furness Line, about May 20; *Vennonia*, Cunard Line, about May 21; *Canadian Squatter*, Canadian Government Merchant Marine, Ltd., about May 25; *Grey County*, Canada Steamship Lines, agents, about May 28; *Bolingbroke*, Canadian Pacific Ocean Services, Ltd., about June 1; *Vennonia*, Cunard Line, about June 2.

TO GLASGOW.—*Canadian Otter*, Canadian Government Merchant Marine, Ltd., about May 21; *Tunisian*, Canadian Pacific Ocean Services, Ltd., about May 26; *Saturnia*, Anchor-Donaldson Line, about May 27; *Cassandra*, Anchor-Donaldson Line, about June 11.

TO NEWCASTLE-ON-TYNE.—*Scatwell*, Cairns-Thomson Line, about May 29.

TO AVONMOUTH DOCK.—*Concordia*, Donaldson Line, about May 15; *Turcoman*, Dominion Line, about June 8.

TO MANCHESTER.—*Manchester Exchange*, Manchester Liners, about May 26; *Manchester Corporation*, Manchester Liners, about June 2.

TO HULL.—*Oristano*, Furness Line, about May 20.

TO LEITH.—*Cairngowan*, Cairns-Thomson Line, about May 22.

TO BELFAST AND LONDONDERRY.—*Dunaff Head*, Head Line, about May 25; *Melmore Head*, Head Line, about May 28.

TO DUBLIN.—*Ramore Head*, Head Line, about May 20; *Dunaff Head*, Head Line, about May 25.

TO ROTTERDAM.—*Western Plains*, Rogers & Webb (Rob. Reford, agents), about May 25; *Lord Downshire*, Head Line, about May 28; *Haslehurst*, Rogers & Webb (Rob. Reford, agents), about May 30; *Neshobee*, Rogers & Webb Line, about June 5.

TO HAVRE.—*Sicilian*, Canadian Pacific Ocean Services, Ltd., about May 21.

TO BORDEAUX.—*Georgie*, Francanda Line, about May 25.

TO NORWEGIAN PORTS.—*Drammensfjord*, Norwegian-American Line (Canadian Pacific Railway Agents), about June 25.

TO HAMBURG.—*Lord Downshire*, Head Line, about May 28.

TO ANTWERP.—*Sicilian*, Canadian Pacific Ocean Services, Ltd., about May 21 (via Havre); *Western Plains*, Rogers & Webb (Rob. Reford, agents), about May 25; *Corsican*, Canadian Pacific Ocean Services, Ltd., about May 27; *Haslehurst*, Rogers & Webb (Rob. Reford, agents), about May 30.

TO SOUTH AFRICA (Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay).—A steamer, Elder-Dempster Line, about June 20.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about May 28.

TO RIO DE JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Hesione*, Houston Line, about May 25; *Canadian Seigneur*, Canadian Government Merchant Marine, Ltd., about May 28.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Coaster*, Canadian Government Merchant Marine, Ltd., about May 21.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about May 24.

TO HAVANA (CUBA).—*Canadian Miner*, Canadian Government Merchant Marine, Ltd., about May 25.

TO ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about May 27.

TO INDIA AND FAR EASTERN PORTS.—*Canadian Leader*, Canadian Government Merchant Marine, Ltd., about May 18; *Halesius*, Houston Lines, about May 25; *Trevorian*, British India Steam Navigation Company, about June 11.

From Quebec

TO LIVERPOOL.—*Empress of France*, Canadian Pacific Ocean Services, Ltd., about May 24; *Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about June 7.

From Halifax

TO BRITISH WEST INDIES.—*Chaudiere*, Royal Mail Steam Packet Company, about May 13.

TO ST. JOHN'S (NFLD.).—*Sable I.*, Farquhar & Co., every Saturday; *Rosalind*, Red Cross Line, about June 4.

TO WEST COAST NEWFOUNDLAND.—*Stella Maris*, Farquhar & Co., Ltd., about June 1.

From Vancouver, B.C.

TO LONDON, LIVERPOOL, AND (perhaps) GLASGOW (via Panama canal).—*Centurion*, Harrison Direct Line, about May 22.

TO AUSTRALIA AND NEW ZEALAND.—*Makura*, Canadian-Australasian Royal Mail Line, about June 4.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, Canadian Pacific Ocean Services, Ltd., about May 26.

TO KOBE, SHANGHAI, HONG KONG, AND MANILA.—*Robert Dollar*, Dollar Line, about May 24; *Esther Dollar*, Robert Dollar Line, about June 23.

TO AUCKLAND, ADELAIDE, AND MELBOURNE.—*Canadian Winner*, Canadian Government Merchant Marine, Ltd., about May 15.

TO AUCKLAND, SYDNEY, MELBOURNE, AND ADELAIDE.—*Canadian Skirmisher*, Canadian Government Merchant Marine, Ltd., about May 30.

TO SYDNEY, MELBOURNE, AND AUCKLAND.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about June 20.

TO YOKOHAMA AND NEWCHANG.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 25.

TO KOBE, SHANGHAI, TAKU BAR.—*Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about June 20.

TO CAPE TOWN, DURBAN.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about May 30.

TO MONTREAL.—*Canadian Voyageur*, Canadian Government Merchant Marine, Ltd., about May 28; *Canadian Carrier*, Canadian Government Merchant Marine, Ltd., about June 18.

TO HONOLULU, SUVA, NEW ZEALAND, AND AUSTRALIA.—*Makura*, Canadian-Australasian Royal Mail Line, about June 4.

TO NEW ZEALAND AND AUSTRALIA.—*Wairuna*, Canadian-Australasian Royal Rail Line, about June 10.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson and L. D. Wilgress, Canadian Government Trade Commissioners, 73 Basinghall street, London. E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address Dominion, London.*

United States.

Frederic Hudd, Acting Director Dominion Bureau of Information, 1463 Broadway, New York City.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Mexico:

Mexico, British Consul General.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

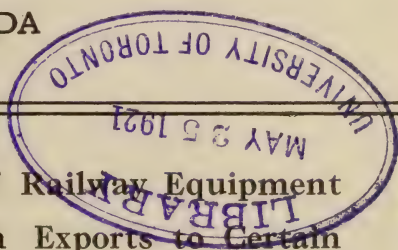
In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA



Important to Makers of Railway Equipment
 Percentages of Canadian Exports to Certain
 Selected Countries, 1910-21 (Illustrative Graph)
 Detailed Statistics of Canadian Trade, 1920-21
 Condition of the Sugar Market in Australia
 Products that Jamaica can Sell to Canada
 Flour Import Prohibition into South Africa
 Trade Inquiries for : Apples (London); Canned
 Goods (Liverpool and Cape Town); Dairy Pro-
 ducts (England, Belgium and Germany) ;
 Flour (Liverpool and Genoa); Coal (Liverpool);
 Pulpwood and Broken Handle Squares (Lan-
 cashire) ; Asbestos and Mica (France) ; etc.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
 (Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
 1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, May 23, 1921

No. 903

IMPORTANT TO MANUFACTURERS OF RAILWAY EQUIPMENT

Mr. C. Hartlett, office of the Canadian Trade Commissioner at Melbourne, writes under date April 9 in regard to "lists of approved manufacturers" of railway and other equipment compiled officially in Australia.

It is the rule with most of the Government purchasing departments, both Commonwealth and State, in Australia to have on file a list of what are termed "approved manufacturers" in connection with their requirements for materials, machinery, etc., which are called for from time to time by public tender.

Obviously, manufacturers who are on such approved lists receive a preference over those whose products are unknown to the engineers and other technical officers of the departments. This particularly applies to railroad material such as steel rails, fish-plates, bars, plates, tires, axles, wheel centres, springs, tubes for boilers, and other iron and steel products of which large quantities are annually imported.

Most of the leading British, American, and (in prewar years) Continental firms were registered, but as yet only a limited number of Canadian manufacturers are on the approved lists. The attention of Canadian manufacturers of iron and steel products and all classes of machinery and material used in railroad, telegraphic and other public utilities under government control in Australia, is therefore drawn to the advisability of making early application to be placed on the lists of approved manufacturers filed in the various purchasing departments in the Commonwealth, so that when tenders are submitted they will receive the consideration to which they are entitled as manufacturers of known repute. Canadian concerns desirous of thus registering may forward their applications to this office with the assurance that proper representation in favour of their recognition will be made to the railway and other purchasing departments of the six Australian states and the Commonwealth Government.

GOODS IN DEMAND IN COLOMBIA

Mr. Edward C. Austin, Barranquilla, Colombia, writes as follows regarding the market for certain products in the Republic of Colombia:—

"I have had several inquiries for Canadian hams and bacon, also for canned meats, butter, cheese, syrups, etc. There is also a market here for canned fish, such as sardines, salmon, herring, etc.

"I should recommend makers of Canadian automobiles, trucks, etc., to investigate the possibilities of this market. The ratification of the Panama Treaty by the United States will probably mean that at least a portion of the money to be paid to Colombia under its terms will be employed in road-building, which will greatly stimulate the demand for motor vehicles. This in its turn should bring about the more general employment of modern and automatic agricultural implements.

"There will always be a good market here for hardware, especially for galvanized iron sheets, barbed wire, bolts, nuts and rivets, crews, nails and wire, wrought pipe and forgings.

"Electrical accessories and supplies are also in good demand, but prices would require to compete with those quoted by United States concerns. In this, however, as in other things, advantage is obtained for Canadian goods by the discount on the Canadian dollar, which places it almost on a par with the Colombian peso (dollar)."

FLAX-GROWING IN TASMANIA

Efforts are being made by the Commonwealth Flax Industry Committee to establish the flax-growing industry in Tasmania, says the *London Times Trade Supplement*. The conditions in the island State are regarded as ideal for the purpose, but producers have in recent seasons obtained such remunerative prices for growing other commodities that they have not regarded new departures with a very favourable eye. Now, however, the prices of potatoes, fruit, hay, etc., are easing the prospect of introducing flax-growing are much brighter, especially in view of the guarantee by the Commonwealth Government of £6 a ton for standard flax this season and not less than £5 a ton next year.

The question of establishing mills in suitable centres is now being considered, and where 300 to 400 acres are sown in one locality the Federal Government has intimated its willingness to advance money for the erection of a mill at a low rate of interest to co-operative companies if the farmers themselves are prepared to put up £1 for each £1 advanced by the Government.

BIG FALLING OFF IN JAPAN'S TRADE FOR MARCH

The foreign commerce of Japan for March is announced by the finance department to have continued adverse, the unfavourable balance of trade having run up as high as 39,759,000 yen. The decline in the import trade was somewhat greater than that in the export trade.

The total value of the export trade in March amounted to 93,775,000 yen against 193,399,000 yen for the corresponding month last year. There was a decrease of 99,624,000 yen. The total value of the month's import trade was up to 133,534,000 yen, against 327,718,000 yen for the corresponding month last year. The decrease amounted to 194,184,000 yen. It was a feature that the decline in the import trade was becoming greater than that of the export trade.

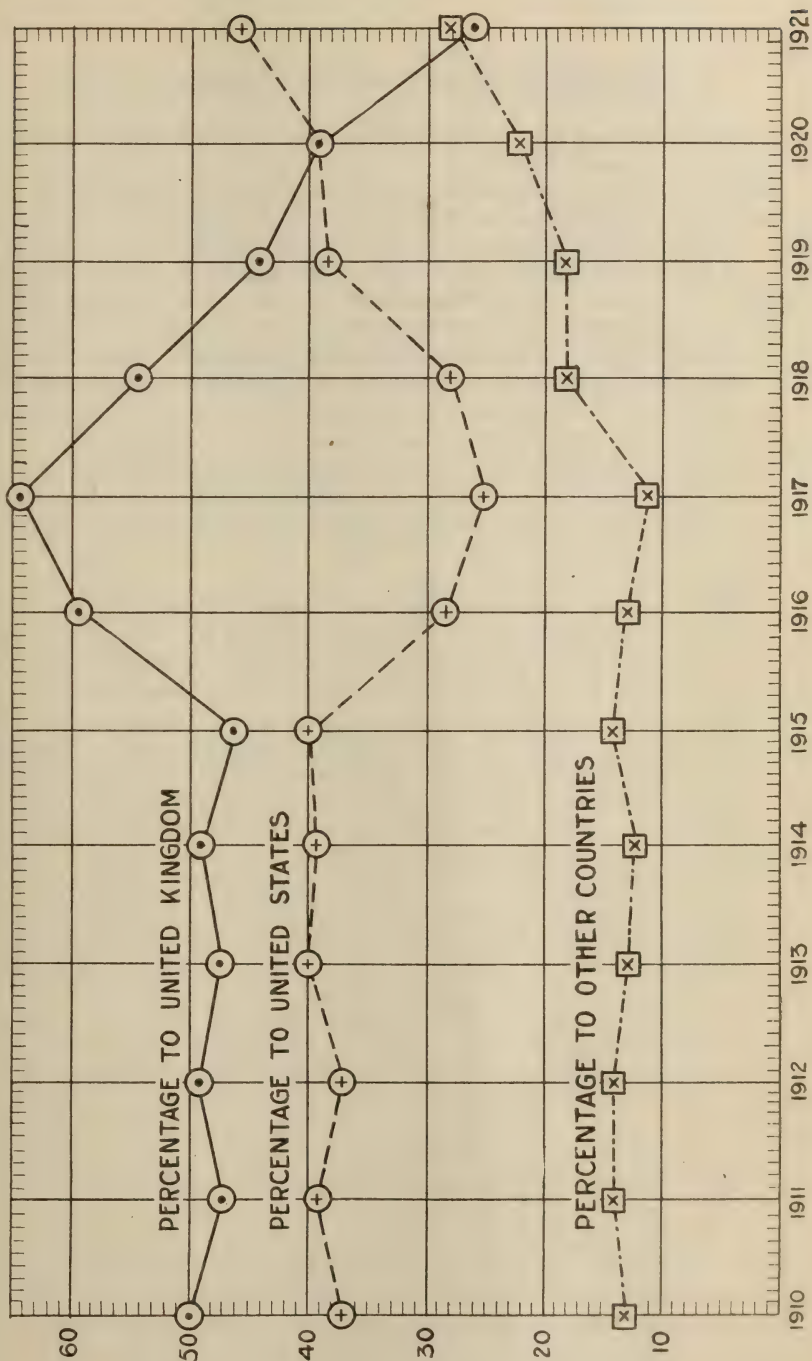
The balance of the trade for the month amounted to 39,759,000 yen against 13,319,000 for the corresponding month last year.

PERCENTAGES OF TOTAL CANADIAN EXPORTS TO UNITED KINGDOM, UNITED STATES, AND OTHER COUNTRIES, 1910-21

The graph on opposite page shows, in a comparative sub-division of three main groups, the export trade of Canada. These divisions deal with (a) the percentage of the total exports to the United Kingdom; (b) that to the United States; (c) that to Other Countries, for the twelve years, from 1910 to 1921. The special interest of such a graphical representation is to be found in the comparative percentages of these sub-divisions. Until 1917, the percentage of our exports to the United Kingdom was easily first, but from 1917 onwards, there has been a steady decline in that of Canadian exports to the United Kingdom, while that percentage to the United States and to Other Countries has steadily increased since that year. In 1920 the percentage of our exports to the United States exceeded the percentage to the United Kingdom, while by the end of the last fiscal year, March 31, 1921, the percentage of our total exports to Other Countries not only equalled, but was greater than that of the percentage of exports to the United Kingdom. Under the heading of "Other Countries" is grouped, not only the various Dominions of the British Empire, but also foreign countries. For the last three years our exports to France on an average have raised this country to the position of the third largest field for our exports. However, for the past fiscal year ending March 31, 1921, Belgium has superseded France. In 1919, Canada exported to France goods valued at \$96,103,142, and in 1920, \$61,108,693, while during the past fiscal year the value only totalled \$27,428,308. As far as the British Empire outside of the United Kingdom is concerned, Australia and Newfoundland are the two principal markets for Canadian products.

CANADIAN EXPORTS: PERCENTAGES OF TOTAL EXPORTS GOING TO UNITED KINGDOM, UNITED STATES AND OTHER COUNTRIES, 1910-21

Fiscal years ending March 31 of year indicated



STATISTICS OF THE TRADE OF CANADA, 1920-21

Detailed statistics of the trade of Canada are published in this number of the *Weekly Bulletin*, pages 823-836.

Some interesting comparisons are furnished by a brief survey of the Table No. 2 (page 824), dealing with the imports and exports by countries for the last fiscal year. As far as inter-Empire trade is concerned, a marked increase in the imports from the United Kingdom, the British West Indies, British Guiana, Hong Kong and the Fiji Islands are the outstanding features, in comparison with the figures for the previous year. A marked falling off in the imports from Australia and British South Africa are the most noticeable, perhaps, of the decreases. In regard to exports, large increases are to be found in regard to our trade with British South Africa, Australia, New Zealand and the British West Indies, while smaller increases concern Egypt, Bermuda, Hong Kong, Newfoundland and the Straits Settlements. Owing to exchange difficulties, both our imports and exports to British India have taken a decline, which it is to be presumed is of a temporary nature, waiting rather on the clearing of the acute exchange problems of the past year. Gibraltar is not only interesting as showing over \$1,000 imports into Canada, but also because of the large drop in our exports there.

Foreign countries also reveal the same marked shifting of trade balances. Both our imports from and exports to the United States are still on the upward curve, with the same striking preponderance in recent years of imports over exports. The following countries were the next largest importers of merchandise: Cuba, France, Switzerland, Japan and San Domingo. Some slight changes since the previous fiscal year's trade in regard to their figures should be noted. Cuba has increased her shipments to Canada by over \$13,000,000. France has nearly doubled her imports to this country, while there has been a slight decline in the imports from Japan and San Domingo. The largest markets offered for Canadian exports among foreign countries after that of the United States were those of Italy, Belgium, France, and the Netherlands. Our exports to Germany took on a new lease of life with the reopening of trade relationships, and show an increase of over \$7,000,000 above the last fiscal year's total. The Spanish market now buys more than \$5,000,000 worth of Canadian goods, while before the war its purchases were only valued at \$177,313. The strengthening of our trade with Mexico is also pronounced this year, due no doubt to that country's governmental re-establishment on a permanent basis. As far as Oriental markets are concerned for Canadian products, while China bought decidedly less than last year, on the other hand, there is a striking increase in our exports to the Dutch East Indies, revealing a growth of nearly a million dollars in value. The past year was also marked by the phenomenally heavy purchases of Canadian produce by Italy and Belgium, the former country showing an increase of over \$40,000,000 in its purchases of Canadian merchandise, while the latter had over \$10,000,000. On the other hand, the heaviest falling away in our exports is recorded in the case of France. Here there is a decrease of nearly \$34,000,000 since the previous fiscal year, and of \$59,000,000 from 1919. Our present exports to France are, however, over eight times as heavy as they were in the year 1914, so that it does not appear that we have lost ground in that country, but that during the war naturally the demand for all Canadian products was abnormal.

Increases and decreases between the figures of values for the past fiscal year should be treated with a certain amount of reserve, as, owing to price recessions, deductions drawn from them may be somewhat misleading.

TRADE OF CANADA

(Compiled by External Trade Division, Dominion Bureau of Statistics)

I.—SUMMARY OF THE TRADE OF CANADA, by Main Classes, during the fiscal Years ended March 31, 1914, 1920, and 1921; with Portions Imported from and Exported to the United Kingdom and the United States

Classes	Total Trade			Trade with United Kingdom			Trade with United States		
	1914	1920	1921	1914	1920	1921	1914	1920	1921
	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>									
Vegetable Products.....	97,627,371	242,075,389	261,081,364	16,202,907	17,004,533	38,730,767	44,118,714	142,510,266	121,326,805
Animal Products.....	41,092,915	95,098,743	61,732,390	5,737,729	3,789,311	5,144,890	23,295,875	77,010,313	43,014,952
Fibres and Textile Products.....	110,577,319	231,559,877	243,608,342	60,884,336	74,653,042	111,328,091	33,639,754	132,202,083	101,758,005
Wood, Wood Products and Paper.....	40,616,701	43,183,267	57,449,384	3,908,296	1,515,780	3,144,574	34,522,108	40,719,024	52,360,362
Iron and Its Products.....	143,864,735	186,319,876	245,626,453	17,262,813	6,637,067	16,698,055	121,342,038	178,661,606	226,862,465
Non-Ferrous Metal Products.....	35,664,771	52,103,913	55,553,152	4,785,570	3,339,207	6,680,955	27,818,942	46,868,103	45,868,622
Non-Metallic Mineral Products.....	85,157,392	121,056,176	206,095,113	6,281,813	6,945,566	9,118,403	74,080,769	108,595,324	188,484,295
Chemicals and Allied Products.....	17,104,393	29,886,102	36,334,612	4,293,412	4,154,345	6,037,185	23,854,300	23,854,300	26,787,896
All Other Commodities.....	47,488,401	62,344,780	72,688,072	12,673,530	8,323,780	17,061,864	27,930,476	50,656,209	50,150,028
Total Imports (mdse.).....	619,193,998	1,064,528,123	1,240,158,882	132,070,406	126,352,631	213,944,814	396,302,138	801,097,318	856,613,430
Dutiable Imports.....	410,258,744	693,655,165	847,561,406	102,375,867	93,244,969	170,142,148	249,432,610	499,716,625	544,337,797
Free Imports.....	208,935,254	370,872,958	392,597,476	29,694,539	33,117,662	43,802,666	146,819,528	301,380,693	312,275,633
Per Cent of Free Imports.....	33.7	34.8	31.6	22.5	26.3	20.4	37.0	37.6	36.4
<i>Exports (Canadian Produce)</i>									
Vegetable Products.....	201,446,644	416,122,771	482,924,672	146,854,812	249,708,190	141,341,101	34,095,266	55,735,692	147,083,435
Animal Products.....	76,591,015	314,017,044	188,359,937	35,410,016	138,885,994	91,291,301	32,320,872	130,997,017	75,751,046
Fibres and Textile Products.....	1,932,513	34,028,314	18,793,884	294,364	3,351,357	2,643,202	1,201,609	12,479,456	7,122,882
Wood, Wood Products and Paper.....	63,201,624	213,013,644	284,561,478	12,805,898	42,026,282	36,761,384	45,136,230	153,686,140	215,975,890
Iron and Its Products.....	15,483,691	51,793,826	76,500,743	1,430,560	15,874,157	17,653,826	2,044,031	25,717,121	19,630,413
Non-Ferrous Metal Products.....	53,481,764	63,847,869	46,177,004	16,591,574	9,263,232	3,773,516	34,341,591	37,911,824	30,267,428
Non-Metallic Mineral Products.....	3,263,146	30,280,833	46,034,566	384,846	3,121,157	3,197,243	7,355,999	17,469,792	29,257,947
Chemicals and Allied Products.....	4,216,044	22,209,660	19,344,424	486,469	3,494,181	3,225,947	3,051,518	13,437,176	11,465,207
All Other Commodities.....	5,731,198	71,776,501	32,446,985	1,016,460	22,828,993	6,925,401	3,975,619	16,607,955	12,750,410
Total Exports (mdse.).....	431,588,439	1,239,492,098	1,189,163,701	215,253,969	489,152,637	312,842,921	163,372,825	464,028,183	542,204,456
<i>Exports (Foreign Produce)</i>									
Totals only.....	23,848,785	47,166,611	21,264,418	7,068,323	6,807,481	1,383,800	13,575,474	37,101,934	18,378,969

2.—IMPORTS FOR CONSUMPTION AND EXPORTS OF CANADIAN PRODUCE BY COUNTRIES, Years ended March 31, 1914, 1919, 1920, and 1921

Countries	Imports for Consumption (Mdse.)				Exports of Canadian Produce (Mdse.)			
	1914	1919	1920	1921	1914	1919	1920	1921
<i>British Empire</i>								
United Kingdom.....	132,070,406	73,035,118	126,362,631	213,044,814	215,253,969	540,750,977	489,152,637	312,842,921
Australia.....	713,111	4,963,446	1,371,775	791,980	4,673,997	14,019,629	11,415,623	18,114,496
Bermuda.....	7,359	39,056	55,604	76,959	383,151	1,179,025	1,249,020	1,523,992
British Guiana.....	3,179,112	6,747,072	7,412,631	9,088,567	649,675	2,646,169	3,109,381	3,594,118
British Honduras.....	155,396	298,906	302,043	134,739	9,298	51,808	29,350	38,783
British India.....	5,006,309	8,395,290	7,785,254	6,756,712	416,373	2,905,426	4,818,053	4,196,350
British South Africa.....	477,823	1,300,259	735,048	146,798	3,831,270	11,992,135	8,649,756	14,648,879
British West Africa.....	29,118	7,757	174,928	104,719	39,011	173,515	1,067,639	666,576
British West Indies.....	4,347,310	8,437,825	12,114,790	14,833,746	4,469,329	10,200,582	10,869,276	13,030,225
Egypt.....	49,064	16,073	10,271	391,326	62,677	924,932	227,652	914,718
Fiji.....	240,719	525,804	714,306	1,510,599	118,441	117,962	134,005	170,879
Gibraltar.....	17	282	1,073	38,004	607,637	138,054	430,054	509,814
Hong Kong.....	1,010,021	2,121,909	3,208,836	3,516,760	1,879,261	995,116	1,343,867	2,000,825
Newfoundland.....	1,840,523	3,098,834	2,146,414	2,886,203	4,508,090	11,325,235	16,175,443	16,695,326
New Zealand.....	3,192,900	7,855,436	3,494,600	4,219,965	1,933,698	6,227,892	6,987,008	11,873,000
Other British East Indies.....	1,646,835	1,746,481	3,181,978	2,355,042	39,496	82,071	201,652	348,804
Straits Settlements.....	565,843	5,081,663	5,269,180	5,129,473	230,455	844,244	1,742,554	1,843,744
Other British Empire.....	43,864	611	9,888	21,747	168,999	115,434	245,033	457,052
Total British Empire.....	154,526,846	123,671,540	174,351,659	265,911,222	238,642,517	605,159,789	561,788,003	403,470,602
<i>Foreign Countries</i>								
Alaska.....	66,470	52,787	415,585	309,463	134,238	300,112	432,744	482,312
Argentina Republic.....	2,603,128	1,139,267	3,402,554	2,403,938	2,134,522	4,603,130	6,126,457	8,172,108
Austria-Hungary.....	1,773,021	49,723	96,164	368,425	368,425	33,168	33,168	129,536
Belgium.....	4,490,476	6,270	4,660,252	4,660,252	4,269,394	950,318	28,463,855	40,232,487
Brazil.....	1,163,785	1,156,332	1,973,768	2,151,066	767,858	4,088,534	2,703,488	2,835,191
Chile.....	767,289	1,059,557	240	97,579	134,457	2,321,329	890,960	806,509
China.....	913,262	1,954,466	1,205,229	1,888,521	473,074	2,856,933	6,665,805	4,906,370
Colombia.....	150,545	158,202	502,656	388,084	25,686	149,540	101,578	149,841
Cuba.....	3,952,887	3,040,953	17,585,328	30,743,239	1,815,414	5,035,975	6,329,783	6,573,768
Denmark.....	112,629	41,252	105,310	119,994	637,286	42,059	2,938,026	533,485
Dutch East Indies.....	976,090	3,334,746	3,709,400	993,764	20,366	996,575	1,492,775	2,426,087
France.....	14,276,535	3,632,900	10,630,865	19,006,902	3,632,444	96,103,142	61,108,693	27,428,308
Germany.....	14,586,223	75	44,255	1,547,685	4,044,019	96,103,142	610,528	8,215,337
Greece.....	445,036	33	729,830	1,817,157	11,934	16,902	29,588,984	20,834,577
Guatemala.....	110,764	216,101	185,800	292,498	49,862	98,951	46,400	132,004
Hawaii.....	61,365	3,407,856	405,087	225,755	709,246	163,970	163,970	132,798
Italy.....	2,090,387	555,112	999,040	1,745,330	514,660	13,181,514	16,959,557	57,758,343
Japan.....	2,604,216	13,618,122	13,637,287	11,359,003	1,587,467	12,245,439	7,732,514	6,414,920
Mexico.....	1,471,182	584,047	2,648,915	2,185,399	51,747	568,943	410,825	1,086,197

Netherlands.....	3, 015, 456	495, 409	2, 266, 169	4, 231, 552	3, 985, 987	198, 985	5, 653, 218	20, 208, 418
Norway.....	486, 379	25, 785	461, 848	616, 978	845, 331	1, 149, 123	4, 798, 299	5, 119, 365
Panama.....					222, 741	165, 700	409, 291	450, 202
Peru.....	748, 546	2, 580, 813	5, 072, 408	4, 171, 912	11, 817	283, 022	273, 967	614, 472
Philippine Islands.....	5, 715	169, 896	47, 014	229, 907	60, 806	68, 551	292, 547	511, 741
Porto Rico.....	1, 613	2, 488	1, 910	552	542, 962	1, 071, 805	1, 489, 667	1, 315, 716
Portugal.....	277, 381	111, 689	312, 912	517, 222	55, 481	367, 446	197, 385	1, 476, 894
Roumania.....	4, 556			688	69, 800		12, 953, 605	3, 801, 584
Russia.....	482, 809	83, 888	14, 496	17, 390	1, 430, 426	6, 164, 658	1, 492, 041	246, 719
San Domingo.....	2, 942, 333	4, 728, 732	10, 675, 287	7, 578, 794	59, 721	39, 663	169, 186	247, 436
Spain.....	1, 352, 133	697, 643	1, 528, 298	2, 308, 829	63, 995	231, 095	1, 096, 053	5, 110, 725
Sweden.....	693, 401	178, 855	360, 353	549, 187	177, 313	19, 220	4, 449, 105	5, 528, 361
Switzerland.....	4, 314, 805	1, 780, 812	7, 758, 051	14, 143, 448	21, 439	7, 665	1, 484, 416	1, 410, 777
Turkey.....	494, 981		233, 478	683, 656	469, 378	621, 023	2, 336, 717	2, 791, 538
United States.....	396, 302, 138	750, 203, 024	801, 097, 318	856, 613, 430	163, 372, 825	454, 873, 170	464, 028, 183	542, 304, 456
Uruguay.....	55, 726	328, 687	322, 086	455, 105	90, 615	332, 952	689, 538	816, 503
Venezuela.....	133, 243	149, 155	299, 240	451, 357	139, 264	40, 441	404, 007	278, 541
Other Foreign Countries.....	781, 583	485, 211	584, 508	645, 860	560, 819	1, 490, 876	2, 686, 760	4, 141, 473
Total Foreign Countries.....	464, 667, 152	796, 040, 165	890, 176, 464	974, 247, 660	192, 945, 922	611, 284, 017	677, 704, 095	785, 693, 099
Grand Total.....	619, 193, 998	919, 711, 705	1, 064, 528, 123	1, 240, 158, 882	431, 588, 439	1, 216, 443, 806	1, 239, 492, 098	1, 189, 163, 701

*In 1914 Egypt was dealt with as a "Foreign Country."

3.—PRINCIPAL IMPORTS INTO CANADA FOR CONSUMPTION, Fiscal Years 1919, 1920, and 1921; also IMPORTS FROM THE UNITED KINGDOM AND THE UNITED STATES, 1920 and 1921

Classification	Total Imports for Consumption (Merchandise.)			Imports from United Kingdom		Imports from United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
VEGETABLE PRODUCTS—							
Beverages—							
Brewed.....	63,580	79,170	143,737	46,161	122,633	33,009	20,673
Distilled.....	1,544,246	7,565,844	32,224,707	5,720,991	22,856,969	195,369	1,714,380
Fermented.....	253,137	1,507,325	2,285,186	46,531	227,137	699,010	89,287
Fruits—							
Fresh—							
Apples.....	1,372,644	1,053,744	1,528,606			1,053,744	1,528,606
Bananas.....	3,716,713	4,947,007	5,415,511			4,947,007	5,415,511
Grapes.....	622,406	942,358	858,340	70,762	129,113	865,104	717,711
Lemons and limes.....	1,127,441	1,378,597	1,005,616	6,371	2,416	1,270,862	867,468
Oranges and grape fruit.....	5,063,531	7,199,766	7,114,269	3,885	4,777	6,847,556	6,900,506
Peaches.....	535,432	640,771	442,265		58	640,771	442,207
Other.....	2,561,045	3,469,388	2,583,162	11	242	3,452,794	2,580,046
Dried—							
Currants.....	480,870	1,053,399	849,893		23,279	162,740	152,332
Prunes and plums.....	390,894	2,035,526	1,459,102			2,033,006	1,458,027
Raisins.....	3,190,546	5,420,276	5,482,589	2,264	19,016	5,242,073	4,363,940
Other.....	1,199,392	2,447,580	1,478,657	71,131	38,786	2,113,070	1,288,191
Fruit juices and syrups.....	207,707	255,294	178,331	18,605	50,699	206,731	109,591
Otherwise Prepared—							
Canned.....	1,025,212	1,697,324	2,795,447	13,118	12,251	1,560,261	1,947,618
Other.....	140,535	530,643	663,854	274,873	277,253	201,457	156,879
Grains, Flours and Kindred Products—							
Grains—							
Beans.....	1,369,999	1,594,030	637,632	23,855	21,165	947,674	497,458
Corn.....	16,086,427	14,371,109	12,621,410		23	14,215,787	12,428,865
Oats.....	3,359,754	2,451,981	661,030	3,309		2,448,672	660,433
Rice.....	2,393,789	5,394,291	3,781,088	378	2,510	2,746,894	1,445,342
Other.....	710,883	580,395	574,490	2,557	266	565,921	560,814
Flour and milled products—	2,305,629	1,337,860	1,620,246	43,877	44,800	979,301	1,381,404
Prepared foods and bakery products.....	434,939	765,152	549,006	104,530	128,788	636,941	386,887
Other kindred products.....	445,603	436,435	569,899	33,735	74,667	382,746	482,115
Gums and Resins—							
Chicle gum, crude.....	1,141,543	1,542,165	265,902			614,588	131,676
Resin, or rosin.....	1,216,508	1,459,395	1,464,778		2,201	1,459,395	1,461,322
Other.....	1,156,766	1,714,671	1,585,331	57,469	148,034	1,125,199	1,291,340
Nuts.....	3,475,002	5,889,573	4,889,294	220,973	343,546	3,142,417	2,129,665
Vegetable Oils and By-Products—							
Oilcake.....	1,313,088	336,310	501,165		10,757	333,671	490,278
Oils—							
Cocoanut, palm, etc., not edible, peanut, etc., for mfr. of soap.....	3,089,637	1,255,664	1,477,090	34,762	221,923	1,175,290	1,157,454
Cotton seed, crude, for refining.....	7,403,369	9,518,484	3,944,645			9,518,484	3,944,645
Essential (except pepper-mint).....	676,281	971,598	874,628	90,266	162,269	739,891	552,349
Flaxseed or linseed.....	12,657	1,106,531	1,425,452	1,038,697	1,310,413	63,686	97,400
Other.....	1,818,893	3,121,140	2,606,774	249,479	348,888	2,461,652	1,846,296
Plants, trees, shrubs & vines.	468,863	709,507	993,045	20,872	32,721	447,368	450,380
Rubber—							
Raw.....	7,794,260	12,010,732	8,887,196	3,626,381	2,483,804	2,904,973	1,984,587
Recovered.....	509,997	597,553	433,456		11,855	597,553	421,601
Tires.....	1,045,140	2,014,882	2,310,941	22,973	31,007	1,987,259	2,193,992
Other.....	2,966,314	3,436,268	3,849,367	633,600	1,041,915	2,755,029	2,709,345
Seeds—							
Clover.....	348,685	1,302,297	560,247	84,669	29	1,217,628	559,276
Timothy.....	543,630	1,488,800	814,023			1,486,594	814,023
Other.....	1,095,683	1,419,685	3,358,231	251,160	242,825	907,256	2,215,601
Starch and Its Products.....	347,944	353,865	553,562	9,389	14,053	340,550	513,191
Sugar and Its Products—							
Molasses, 56 degrees or less, imported under Preferential tariff.....	3,257,996	3,666,022	6,238,144				
Sugar, not above No. 16, D.S.....	35,381,888	63,343,171	76,556,225	51	972,724	22,535,153	19,162,225
Other.....	929,107	6,609,161	3,275,861	255,951	422,659	1,149,838	2,317,628

3.—PRINCIPAL IMPORTS INTO CANADA FOR CONSUMPTION, ETC.—*Continued*

Classification	Total Imports for Consumption (Merchandise.)			Imports from United Kingdom		Imports from United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
VEGETABLE PRODUCTS—Con.							
Tea, Coffee, Cocoa & Spices—							
Cocoa—							
Cocoa beans, not roasted,							
crushed, etc.	2,178,714	3,553,233	1,717,316	343,485	150,832	2,037,771	858,586
Cocoa butter	1,242,185	3,615,331	1,105,314	668,923	171,633	2,941,310	876,043
Other	362,527	458,181	554,031	30,151	412,120	411,940	126,510
Coffee and Chicory—							
Coffee, green	1,614,612	4,711,079	3,961,778	417,193	433,718	237,983	118,036
Other coffee and chicory	251,000	366,024	322,722	4,879	27,945	352,022	272,682
Spices	818,620	1,130,902	1,158,067	395,467	605,412	444,448	318,167
Tea	3,793,724	8,336,163	9,668,785	1,122,828	3,886,382	309,683	85,684
Tobacco—							
Unmanufactured	10,910,010	13,604,757	13,083,293	34,873	38,543	12,787,163	12,108,281
Manufactured	905,340	1,068,793	1,273,001	471,817	652,347	408,827	401,775
Vegetables—							
Potatoes (except sweet)	850,200	839,875	1,696,205	2	101	838,175	1,695,747
Tomatoes, fresh	714,811	733,181	550,714			732,273	550,714
Other fresh	1,625,431	2,719,216	2,643,631	100,268	111,314	2,390,154	2,317,002
Canned	580,881	1,301,237	1,124,041	20	1,616	1,144,488	632,159
Sauces and pickles	328,855	495,377	500,148	201,657	264,584	205,384	128,936
Other	125,140	8,508	7,217			8,453	7,211
Miscellaneous							
Broom corn	1,119,700	840,180	511,222			840,180	511,222
Hay	240,985	538,155	1,300,892			538,155	1,300,892
Hops	237,748	1,065,224	1,000,711	28,720	48,289	984,369	843,507
Turpentine, spirits of	565,174	1,372,764	1,131,224	56	48	1,372,708	1,131,170
Yeast	977,569	878,342	465,453			878,242	465,421
All other vegetable products	927,823	1,416,128	2,916,169	100,558	87,412	1,234,564	2,536,495
Total Vegetable Products	157,506,654	242,075,389	261,081,364	17,004,533	38,730,767	142,510,266	121,326,805
ANIMALS AND THEIR PRODUCTS.							
Animals—							
For exhibition	31,323	146,838	1,331,664	100	973	146,738	1,330,691
For improvement of stock	763,086	1,250,240	1,089,641	193,409	374,663	1,056,586	714,978
Other	852,783	1,173,299	650,686	2,669	18,191	1,169,266	631,17
Bone, ivory and shell products	339,385	675,572	1,012,695	156,551	267,021	478,425	604,845
Feathers and quills	355,287	585,094	533,552	67,185	91,920	435,222	340,317
Fish—							
Fresh	721,351	1,010,695	1,030,348	2,242	4,499	810,776	699,914
Canned	222,823	1,052,993	916,016	53,272	62,551	447,311	123,070
Dried, salted, smoked, preserved, n.o.p.	1,501,143	1,427,891	1,781,645	74,097	114,554	283,760	172,533
Fishery products other than fish	147,086	186,440	219,599	7,388	19,725	145,734	155,863
Furs and Fur Skins—							
Unmanufactured—							
Undressed	3,391,171	10,322,259	4,632,043	318,383	319,378	9,422,830	3,606,108
Other	1,288,934	2,288,223	1,806,140	346,951	142,215	1,333,106	993,618
Manufactured	350,769	267,038	148,342	32,576	48,326	233,238	96,453
Hides and skins	5,427,544	22,654,661	10,652,787	659,217	492,734	12,627,989	4,436,390
Leather—							
Unmanufactured	7,856,609	12,572,196	6,356,952	786,855	1,166,685	11,754,231	5,056,393
Manufactured—							
Boots and shoes	2,709,523	2,731,591	2,200,121	98,220	360,584	2,627,722	1,826,221
Other	902,655	1,798,915	1,987,931	240,432	548,352	1,360,138	1,030,069
Hair and bristles	452,613	740,904	959,921	132,220	111,256	473,420	601,676
Meat—							
Beef, fresh	299,084	230,240	299,542			230,240	290,125
Mutton, fresh	913,870	803,774	1,272,165			490,182	562,806
Pork, fresh	813,266	14,407,467	3,862,311			14,405,277	3,862,311
Other, fresh	93,291	434,282	337,853	2,765	2,829	408,101	294,144
Bacon and hams	271,556	1,385,965	1,548,084	12	111	1,384,409	1,545,380
Pork, barrelled in brine	2,434,115	2,089,852	1,735,124			2,089,028	1,734,370
Other	1,080,089	2,748,753	2,373,404	211,778	365,555	2,372,425	1,839,658
Milk and Its Products—							
Butter	715,671	176,994	1,805,709		49	96,098	886,555
Other	125,418	395,059	449,852	8,853	6,303	369,779	295,625
Oils, Fats, Greases & Wax—							
Grease, rough, for mfr. of soap and oils	1,875,751	1,379,829	1,532,550	18,996	57,013	1,141,225	1,459,783
Lard	152,381	1,720,088	1,902,768			1,720,076	1,902,768
Lard compound	401,986	500,325	467,392	14,635	70,271	480,575	397,121
Oleomargarine	1,180,656	1,872,104	1,206,351			1,872,104	1,206,351
Other	1,481,121	1,196,917	787,653	31,330	56,397	941,299	482,859
Miscellaneous animal products							
Eggs	681,849	2,837,442	2,344,297	30	15	2,814,484	2,292,912
Gelatine	411,466	663,228	756,568	181,595	273,945	377,232	315,903
Glue	295,191	471,509	701,877	93,676	150,064	369,255	531,917
Other	964,248	900,066	1,028,807	53,874	18,711	642,092	694,050
Total Animals and Their Products	41,505,094	95,098,743	61,722,390	3,789,311	5,144,890	77,010,313	43,014,952

3.—PRINCIPAL IMPORTS INTO CANADA FOR CONSUMPTION, ETC.—*Continued*

Classification	Total Imports for Consumption (Merchandise.)			Imports from United Kingdom		Imports from United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
FIBRES AND TEXTILES—							
Cotton—							
Raw.....	34,008,824	33,854,457	28,541,989		156	33,854,457	28,164,038
Yarns and thread.....	6,038,049	6,253,819	10,491,347	2,655,112	6,455,698	3,584,860	3,933,620
Fabrics—							
Duck over 8 oz. per sq. yd.	2,199,753	3,838,711	3,958,944	148,761	366,587	3,689,882	3,579,313
Printed, dyed or coloured	12,157,316	18,238,179	21,052,640	7,261,336	12,104,130	10,793,967	8,255,367
Grey, unbleached.....	1,082,826	2,188,676	2,948,302	343,122	1,445,736	1,845,554	1,486,882
White or bleached.....	2,921,405	3,508,548	4,167,055	869,886	1,682,057	2,565,657	2,382,419
Damask of cotton, table cloths, etc.....	845,844	825,707	1,179,604	634,091	968,846	85,746	50,754
Towelling in the web.....	383,327	721,096	1,129,157	657,049	1,091,425	61,380	37,268
Towels.....	602,139	1,061,733	1,604,804	647,179	1,311,973	400,974	285,995
Velvets and plush.....	2,453,167	1,623,408	1,559,783	965,479	1,206,731	582,078	320,246
Other.....	2,182,425	4,660,863	7,204,764	1,705,621	3,880,367	2,921,793	3,253,417
Embroideries.....	600,397	844,152	1,553,090	76,803	164,664	403,174	259,579
Lace.....	2,292,350	3,064,391	4,632,876	1,697,519	2,952,597	845,153	757,963
Wearing Apparel—							
Socks and stockings.....	1,431,383	1,762,407	1,053,727	86,097	221,008	1,620,238	807,578
Other.....	2,781,018	3,543,341	3,856,112	437,695	1,120,188	2,893,814	2,434,050
Handkerchiefs.....	1,098,831	1,114,525	1,763,255	845,588	1,388,073	175,460	110,745
Other manufactures of cot- ton.....	2,181,450	2,258,971	3,119,145	307,902	741,636	1,895,185	2,267,125
Flax, Hemp and Jute—							
Hemp, dressed or undressed	1,208,438	749,543	456,646	20,811	4	698,041	281,146
Jute or hemp yarn, for weav- ing.....	702,186	1,445,775	1,331,563	617,598	776,800	740,688	444,987
Linon fabrics.....	1,951,387	2,484,877	3,614,150	2,315,868	3,378,517	100,445	55,484
Jute cloth or canvas.....	8,685,883	9,342,561	7,005,189	4,264,935	2,921,790	1,355,275	304,849
Other mfrs. of flax, hemp and jute.....	1,245,994	1,901,080	2,518,571	996,255	1,472,243	838,463	943,250
Silk—							
Raw or as reeled from the cocoon.....	1,397,818	3,090,845	2,206,518	41,050	1,745	3,024,917	2,148,872
Other unmanufactured.....	163,245	319,913	414,550	108,704	100,153	209,852	265,894
Fabrics—							
For neckties.....	842,703	1,755,772	1,428,172	19,412	95,498	1,491,626	591,513
Velvets and plush.....	264,502	1,336,733	1,619,312	676,162	847,915	468,074	411,934
Other.....	15,967,622	20,948,861	16,884,122	1,637,219	1,873,283	5,837,832	2,409,362
Wearing apparel.....	1,835,457	3,233,895	2,219,108	195,502	385,513	2,691,708	1,478,863
Ribbons.....	1,869,669	2,844,386	3,882,360	389,496	635,428	1,595,053	868,270
Other silk and mfrs. of.....	712,245	902,384	1,066,650	204,803	333,315	547,235	515,555
Wool—							
Raw.....	9,228,051	7,672,211	5,088,665	2,510,145	1,677,482	3,464,216	3,071,117
Noils, waste and tops.....	5,625,090	6,176,394	6,673,288	4,148,050	5,154,467	1,665,830	1,051,577
Yarns.....	4,010,250	4,445,240	7,523,406	3,939,308	7,230,175	487,357	230,499
Carpets.....	623,520	1,437,939	2,597,408	980,464	2,102,583	383,471	270,209
Fabrics—							
Lustres, mohairs, alpaca, etc.....	1,392,054	2,096,117	1,681,195	2,024,231	1,664,341	71,886	16,854
Tweeds.....	888,529	7,158,551	5,378,147	4,033,443	4,513,330	3,089,115	794,727
Women's dress goods.....	2,013,788	4,951,614	5,808,510	4,696,049	5,418,919	43,138	1,584
Worsted, serges, coatings, etc.....	4,718,888	16,593,068	17,309,180	10,224,718	14,765,568	6,328,543	2,262,957
Other.....	229,419	671,776	1,299,896	536,021	1,198,827	134,219	98,996
Wearing Apparel—							
Women's and children's outside garments.....	1,246,919	2,430,866	1,586,551	190,718	268,642	2,225,566	1,293,434
Socks and stockings.....	567,407	1,146,065	2,864,938	973,081	2,783,319	172,943	80,892
Other.....	1,608,373	2,339,440	3,585,566	1,181,560	2,688,577	1,146,990	853,207
Other woollen mfrs.....	8,146,710	6,374,254	5,620,890	3,117,900	3,296,972	3,186,681	2,071,033
Miscellaneous—							
Binder twine.....	5,457,632	3,490,524	5,480,897	29		3,490,468	5,466,395
Manilla and sisal grass.....	6,216,817	5,195,812	4,576,533	420,694	276,562	4,738,173	4,176,607
Yarn of artificial silk.....	723,653	1,436,738	2,037,142	1,037,540	1,172,095	365,235	410,900
Oilcloth, oiled silk, etc.....	2,435,098	2,523,880	2,438,543	469,632	1,132,786	2,053,906	1,305,136
Fish lines and nets.....	2,647,569	2,400,920	2,693,537	841,367	1,355,776	1,528,337	1,301,519
Cordage, n.o.p., and mfrs. of	452,964	587,880	824,298	278,752	300,965	297,756	274,483
Wearing Apparel—							
Braids of straw, etc., for hats.....	667,289	1,070,521	1,258,935	146,626	147,598	615,842	401,831
Hats of beaver, silk or felt	1,129,674	1,500,250	1,642,720	204,354	463,906	1,142,538	698,851
Hats, n.o.p.....	2,167,953	2,716,083	2,413,709	452,476	744,007	2,192,395	1,553,278
Hat materials, n.o.p.....	490,900	843,285	1,122,031	43,625	109,102	723,740	646,414
All other fibres and textiles	3,394,041	6,575,840	7,638,852	1,375,204	2,708,016	4,925,157	4,319,166
Total Fibres and Textiles	178,190,241	231,559,877	243,608,342	74,653,042	111,328,091	132,292,083	101,758,005

3.—PRINCIPAL IMPORTS INTO CANADA FOR CONSUMPTION, ETC.—*Continued*

Classification	Total Imports for Consumption (Merchandise)			Imports from United Kingdom		Imports from United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
WOOD, WOOD PRODUCTS AND PAPER—							
Books and Printed Matter—							
Newspapers and magazines.	2,069,881	2,438,186	2,672,585	40,529	43,705	2,395,893	2,625,625
Photographs, chromos, etc.	626,159	908,053	1,257,569	94,446	154,837	801,161	1,081,202
Advertising pamphlets, cards, etc.	851,662	1,411,925	1,807,330	33,434	68,968	1,375,364	1,735,818
Text books.	501,513	558,381	977,905	152,060	316,448	389,912	530,992
Other books and printed matter.	4,447,719	5,924,269	6,860,068	719,140	1,210,360	4,936,817	5,140,131
Paper—							
Cardboard.	930,187	932,362	1,688,057	2,382	39,687	929,980	1,646,330
Printing paper.	629,158	723,360	1,109,270	15,568	85,196	707,423	1,020,196
Wrapping paper.	419,564	642,207	942,525	8,703	45,011	619,073	855,228
Writing paper and stationery	798,163	387,603	466,494	17,604	39,387	367,450	423,432
Other paper.	3,027,802	3,060,816	3,912,553	114,220	223,623	2,880,839	3,597,031
Paper boxes and containers	883,328	1,039,259	1,473,436	14,901	32,871	1,003,130	1,405,262
Other manufactures of paper	2,198,191	3,151,171	4,044,064	144,362	385,733	2,796,061	3,289,860
Wood, Unmanufactured or Partly Manufactured—							
Fence posts and railroad ties.	1,599,825	1,105,348	1,749,192			1,105,348	1,749,192
Lumber, rough-sawn—							
Cherry, chestnut, gum-wood, hickory and whitewood.	1,281,584	1,979,679	2,703,478			1,976,198	2,703,160
Oak.	2,533,325	3,319,269	4,517,795	51		3,319,218	4,506,207
Pitch pine.	2,364,923	1,034,053	1,773,164			1,034,053	1,773,164
Other.	445,652	812,350	1,079,276	3,305	18,382	807,267	1,043,145
Lumber, n.o.p.—							
Dressed on one side only.	2,504,926	3,021,015	3,119,994	113	114	3,016,794	3,107,519
Other.	390,355	450,524	366,665		25,827	449,983	338,953
Other unmanufactured or partly mfd. wood.	2,226,797	2,785,319	3,715,214	6,906	24,912	2,724,331	3,656,373
Wood, Manufactured—							
Cooperage.	429,677	938,990	1,086,924	1,821	4,188	935,337	1,080,746
Corkwood manufactures.	380,055	467,956	732,565	24,591	52,537	302,345	399,332
Turned and carved wood.	702,870	768,514	778,842	8,218	11,153	758,259	767,311
Wood pulp.	523,996	617,920	2,667,657	1,870	652	616,050	2,667,005
Other wood manufactures.	2,632,540	4,704,738	5,946,762	111,556	360,983	4,470,738	5,304,148
Total Wood, Wood Products and Paper.	35,399,852	43,183,267	57,449,384	1,515,780	3,144,574	40,719,024	52,360,362
IRON AND ITS PRODUCTS—							
Iron ore.	5,932,001	4,601,716	5,995,038			4,093,839	5,038,900
Agricultural implements.	8,995,011	6,878,752	11,759,709	51,127	145,846	6,792,245	11,431,444
Boilers, Engines, Pumps and Windmills—							
Engines, gas and gasoline.	6,379,593	11,406,793	7,646,314	40,979	83,701	11,363,079	7,562,493
Engines for farm purposes.	16,816,229	8,604,735	14,478,917	15	6,276	8,604,720	14,472,641
Locomotives and parts.	721,300	662,573	679,252	1,575	1,392	660,998	677,860
Pumps, power, and parts of	935,802	948,074	1,255,244	37,361	52,586	910,713	1,201,506
Other boilers, engines, pumps, etc.	986,839	1,244,176	1,740,676	78,367	432,699	1,165,809	1,305,938
Castings.	1,948,584	2,001,765	2,383,662	43,336	46,713	1,958,311	2,336,218
Chains.	601,732	1,008,890	1,304,654	298,792	308,571	709,278	994,189
Cutlery and hardware.	3,740,876	4,809,529	5,890,867	819,430	1,938,585	3,395,496	3,815,885
Firearms.	179,800	687,077	726,073	27,520	43,694	657,073	638,511
Machinery (except agricultural)—							
Sewing machines and parts.	698,400	1,092,983	1,137,418	86,528	146,731	1,006,386	990,687
Other household machinery	406,648	824,936	835,448		91	824,936	835,357
Mining and metallurgical.	1,679,392	1,427,987	1,651,754	35,536	86,273	1,391,176	1,559,761
Office or business.	1,465,500	2,192,037	2,278,967	108	3,046	2,191,851	2,273,741
Printing and bookbinding.	1,864,262	2,387,271	3,739,089	1,912	15,804	2,385,359	3,716,246
Paper and pulp mill.	762,193	1,321,939	2,487,993	280,604	690,110	1,041,335	1,711,795
Textile.	2,291,596	3,211,766	6,199,562	255,366	1,245,989	2,956,400	4,932,506
Other machinery.	18,919,653	23,337,588	26,312,107	746,506	1,357,827	22,489,510	24,746,812
Rolling Mill Products—							
Band and hoop.	13,537,710	8,692,474	17,117,035	938,977	2,398,285	7,572,856	14,646,237
Bars and rails.	4,685,742	2,673,196	6,776,714	124	12,364	2,673,072	6,764,043
Plates and Sheets—							
Boiler plate.	1,221,629	527,544	1,040,554	1,411		526,133	1,040,554
Canada plates.	745,016	917,207	1,243,108	15,485	89,449	901,722	1,153,659
Tinned plates.	11,274,340	6,674,877	8,902,463	118,661	297,317	6,556,216	8,605,139
Galvanized.	809,109	1,083,423	3,575,357	163,883	982,085	919,540	2,593,272
Skelp, for pipe.	4,439,785	4,330,586	6,052,793			4,330,586	6,052,793
Other plates and sheets.	6,751,142	5,283,570	10,466,638	116,256	629,930	5,146,724	9,833,558
Rods.	2,722,941	1,601,750	1,744,965			1,601,750	1,744,965
Structural iron.	6,387,072	4,749,506	10,526,868	4,062	47,544	4,745,444	10,479,324
Tubing and piping.	3,899,794	3,052,438	5,015,663	130,812	254,954	2,921,626	4,754,709
Other rolling mill products	7,378,884	8,842,794	3,142,497	19,277	44,324	3,821,882	3,082,105
Scrap iron or steel.	932,747	449,083	2,419,194	105	2,000	446,840	2,405,913

3.—PRINCIPAL IMPORTS INTO CANADA FOR CONSUMPTION, ETC.—*Continued*

Classification	Total Imports for Consumption (Merchandise.)			Imports from United Kingdom		Imports from United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
IRON AND ITS PRODUCTS—<i>con.</i>							
Smelted Products—							
Ferro-silicon and ferro-man-							
ganese.....	4,312,511	402,157	1,457,998	212,013	656,578	190,144	722,285
Pig iron.....	1,979,302	827,608	2,311,184	49,421	24,157	778,187	2,287,027
Other smelted products....	298,816	479,378	813,871	5,308	72,922	474,070	740,949
Springs.....	407,583	739,152	559,454	791	2,329	738,353	557,121
Stamped and enamelled pro-							
ducts.....	2,152,838	1,016,777	1,041,515	66,244	100,209	947,306	937,027
Tools and hand implements..	1,538,859	2,050,286	2,562,029	95,466	199,366	1,942,036	2,315,480
Vehicles—							
Automobiles, freight.....	2,274,748	3,831,034	3,578,938	19,945	100,325	3,811,139	3,476,163
Automobiles, passenger....	5,326,510	11,204,461	8,399,537	8,134	53,781	11,196,327	8,339,704
Railway cars, all kinds....	2,953,444	3,306,997	2,243,063	11,102	32,917	3,295,895	2,210,166
Other vehicles.....	7,151,514	13,555,378	12,508,139	71,753	140,554	13,483,591	12,367,357
Wire—							
Barbed fencing.....	1,080,458	2,056,092	1,934,159			2,056,092	1,934,159
Other.....	4,428,939	3,787,531	6,084,126	956,769	2,021,886	2,829,914	4,047,664
Other iron and steel.....	18,520,533	21,033,940	25,605,827	826,006	1,928,875	20,155,647	23,528,602
Total Iron and its Products	192,527,377	186,319,873	245,626,453	6,637,067	16,698,085	178,661,606	226,862,465
NON-FERROUS METALS—							
Aluminum and its products...	2,836,122	2,747,385	3,252,236	76,467	205,801	2,660,542	3,013,971
Brass and its products.....	4,557,140	4,565,756	6,098,647	242,547	979,675	4,304,931	5,055,178
Copper—							
Bars and rods.....	4,014,210	6,037,473	5,724,064		7,127	6,037,473	5,716,937
Blocks, pigs, ingots.....	886,395	1,021,208	1,396,327			1,021,208	1,396,327
Other.....	1,097,117	1,509,354	2,492,135	53,855	390,513	1,388,272	2,019,932
Lead and its products.....	948,691	937,312	2,324,248	140,791	1,493,232	542,357	377,248
Nickel, cobalt and their pro-							
ducts.....	1,586,442	2,276,815	2,629,926	52,554	141,908	2,213,220	2,455,871
Precious metals and their pro-							
ducts.....	3,593,165	5,435,704	2,753,571	226,869	665,280	5,192,785	2,036,554
Tin and its products.....	2,153,396	3,284,669	2,962,644	2,116,792	1,703,894	931,422	1,106,391
Zinc and its products.....	1,227,436	835,596	584,474	1,579	72,978	833,965	457,693
Other Non-Ferrous Metal Pro-							
ducts—							
Clocks and watches.....	2,448,449	3,126,267	3,922,773	27,043	59,713	2,134,414	2,104,553
Electric and gas apparatus...	10,676,725	15,790,354	17,182,859	177,887	580,311	15,371,461	16,343,425
Printing materials.....	160,432	291,676	325,934	11,665	20,859	277,323	301,316
Other.....	5,463,711	4,244,344	3,903,314	211,158	359,664	3,958,820	3,483,226
Total Non-Ferrous Metals	41,649,431	52,103,913	55,553,152	3,339,207	6,680,955	46,868,193	45,868,622
NON-METALLIC MINERALS—							
Clay and Clay Products—							
Brick and tile.....	3,683,244	2,135,506	3,571,121	129,858	444,433	1,999,429	3,106,989
Pottery and chinaware.....	2,156,883	3,142,279	5,378,748	2,149,453	4,044,652	435,557	463,242
Other.....	1,125,124	1,093,782	1,831,723	221,369	578,407	872,247	1,235,220
Coal and Coal Products—							
Coal, anthracite.....	26,191,798	32,647,759	39,058,148			32,647,759	39,058,148
Coal, bituminous.....	44,411,207	27,424,870	72,239,952	2,578	8,492	27,422,292	72,225,040
Coke.....	8,185,992	2,508,568	6,271,770			2,508,568	6,271,770
Other coal products.....	150,745	221,168	298,418	5,874	1,954	215,294	296,454
Glass and Glassware—							
Carboys, bottles, jars, etc..	715,769	916,402	1,584,207	23,324	32,482	855,916	1,495,384
Common window glass.....	1,514,377	1,891,512	2,872,151	59,893	194,374	1,621,982	1,390,708
Plate glass.....	989,668	1,150,527	2,144,513	56,725	396,638	751,436	499,298
Other glass and glassware	2,145,097	2,968,018	4,482,157	112,626	406,907	2,685,029	3,775,802
Graphite and its products.....	163,901	145,146	162,566	59,446	77,463	85,700	85,103
Petroleum, Asphalt and Their							
Products—							
Asphalt and asphalt oil....	474,706	466,799	695,854	829	275	465,970	694,898
Crude petroleum for refining	14,666,967	15,971,813	22,652,012			12,753,761	20,067,907
Coal and kerosene oil, re-							
fined.....	433,796	1,054,487	2,578,802			979,312	2,578,711
Lubricating oils.....	1,956,262	1,796,800	2,519,610	10,129	9,234	1,760,931	2,510,277
Other oils.....	9,115,250	6,245,445	11,121,149	729	1,056	6,088,932	11,119,053
Other petroleum products...	6,412,798	6,959,944	11,870,924	6,167	14,997	6,477,035	10,908,116
Stone and its products.....	3,607,251	3,284,176	4,836,784	143,007	303,019	3,070,761	4,419,304
Miscellaneous—							
Asbestos other than crude..	649,694	734,302	977,160	75,566	162,065	658,570	814,824
Carbons, electric.....	819,598	705,545	783,751	3,341	5,359	702,204	778,392
Dian on ls, unset.....	1,250,018	4,470,846	2,384,150	3,012,444	1,385,614	55,490	150,997
Salt.....	1,222,559	1,336,176	1,372,199	574,759	593,396	617,579	624,483
Sulphur.....	2,042,172	1,296,458	1,729,808	177	133	1,296,281	1,729,093
Other non-metallic minerals	1,165,541	1,787,848	2,677,436	246,272	457,453	1,537,289	2,185,082
Total Non-Metallic Min-							
erals.....	135,250,417	121,956,176	206,095,113	6,945,566	9,118,403	108,525,324	188,484,295

3.—PRINCIPAL IMPORTS INTO CANADA FOR CONSUMPTION, ETC.—*Continued*

Classification	Total Imports for Consumption (Merchandise.)			Imports from United Kingdom		Imports from United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
CHEMICALS AND ALLIED PRODUCTS—							
Acids.....	975,757	1,054,345	892,197	474,767	404,358	534,117	459,690
Drugs and medicinal preparations.....	3,023,532	3,402,932	3,457,913	1,113,429	1,307,077	1,805,801	1,679,047
Dyeing & Tanning Materials—							
Aniline dyes.....	2,028,645	2,639,099	2,997,689	363,613	555,332	2,134,088	2,267,112
Logwood, etc., extract.....	2,016,442	1,893,885	1,890,940	30,861	119,144	1,658,814	1,244,013
Other dyeing and tanning articles.....	531,987	1,090,736	1,142,937	115,645	143,765	871,489	936,683
Explosives.....	384,739	556,836	750,385	157,879	296,040	375,965	430,178
Cellulose products.....	941,516	1,122,057	1,420,374	19,211	41,725	1,101,181	1,370,429
Fertilizers.....	4,360,401	1,753,307	4,272,054	54,217	172,056	1,624,442	3,347,793
Paints, pigments and varnishes.....	3,422,510	3,821,880	4,251,620	222,210	509,128	3,541,145	3,513,581
Soaps.....	1,267,868	1,534,082	1,424,446	92,321	103,883	1,424,181	1,244,677
Perfumery, cosmetics, etc.....	453,874	1,096,104	1,202,585	132,543	94,487	528,854	470,763
Inorganic chemicals, n.o.p.....	6,582,532	5,876,196	7,400,430	575,318	858,222	5,095,301	6,280,060
Other chemicals and allied products.....	8,287,844	4,044,643	5,231,042	802,331	1,431,968	3,158,922	3,543,870
Total Chemicals and Allied Products.....	34,282,647	29,886,102	36,334,612	4,154,345	6,037,185	23,854,300	26,787,896
ALL OTHER COMMODITIES—							
Amusement and sporting goods.....	2,017,134	3,077,476	4,112,324	150,680	455,646	2,616,836	3,046,654
Brushes.....	606,771	767,183	1,077,718	61,544	171,669	474,528	504,221
Containers.....	1,552,098	2,233,208	3,580,017	981,678	1,764,759	898,560	1,102,823
Household and personal equipment.....	6,692,672	8,269,220	9,416,005	991,181	2,282,246	6,477,622	5,793,461
Mineral and aerated waters.....	93,413	159,148	191,433	15,317	25,687	63,862	58,416
Musical instruments.....	3,164,227	4,329,093	3,486,744	52,436	131,465	4,122,624	3,096,608
Scientific and educational equipment.....	2,280,782	3,282,803	3,765,606	153,503	299,259	3,029,921	3,211,916
Ships and materials for, n.o.p.....	3,881,424	6,191,136	3,034,247	694,123	599,739	5,495,478	2,411,450
Vehicles, n.o.p.....	704,497	732,685	964,880	1,339	3,599	731,260	961,256
Works of art, n.o.p.....	217,593	621,520	875,350	265,134	337,306	314,813	435,903
Miscellaneous articles imported under special conditions—							
Articles for army and navy.....	50,704,709	1,679,079	228,918	207,899	187,417	1,455,465	18,311
Articles re-imported.....	2,472,639	4,547,653	6,099,249	1,237,094	2,579,609	3,035,538	3,263,671
Articles for exhibition.....	520,960	571,216	758,715	33,946	14,174	536,468	735,583
Articles ex-warehoused for ships' stores.....	2,955,975	2,370,564	5,959,868	105,320	98,323	2,156,099	5,800,227
Other.....	1,883,653	3,675,068	6,448,103	275,906	4,626,868	3,264,164	1,691,658
Settlers' effects.....	5,691,029	10,181,034	10,749,819	2,057,867	1,700,692	8,016,964	8,872,413
All other articles imported...	17,960,416	9,656,694	11,939,074	1,038,813	1,783,406	7,966,007	9,145,457
Total All Other Commodities.....	103,399,992	62,344,780	72,688,072	8,323,780	17,061,864	50,656,209	50,150,028
Total Imports for Consumption.	919,711,705	1,064,528,123	1,240,158,882	126,362,631	213,944,814	801,097,318	856,613,430

UNRESTRICTED IMPORT OF CODFISH IN ITALY

According to a cablegram from Rome dated May 6, 1921, published in the *United States Commerce Reports*, the Italian Government has removed the restriction on bank codfish on private account. The decree went into effect May 2, 1921.

4.—PRINCIPAL EXPORTS OF CANADIAN PRODUCE FROM CANADA, Fiscal Years 1919, 1920, and 1921; also EXPORTS TO THE UNITED KINGDOM AND THE UNITED STATES, 1920 and 1921

Classification	Total Exports of Canadian Produce (Mds.)			Exports to United Kingdom		Exports to United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
VEGETABLE PRODUCTS—							
Beverages—							
Brewed.....	186,620	145,077	912,964	199	86	798	125
Distilled—							
Whiskey.....	1,173,848	1,504,132	1,697,158	750,078	374,662	5,374	17,025
Other.....	585,367	2,972,641	590,736	2,103,945	19,267	664,021	375,957
Fermented.....	10,088	61,421	59,339	4,458	812	36,906	46,226
Fruits—							
Fresh—							
Apples.....	2,041,076	4,242,219	8,299,099	3,140,269	7,902,013	856,760	171,226
Other.....	112,635	372,375	947,482	4,405	5,141	362,528	933,595
Dried.....	173,851	515,382	322,777	76,188	138,774	167,445	21,055
Canned or preserved.....	1,805,434	3,174,239	751,520	1,870,981	514,239	168,105	74,565
Grains, Flours and Kindred Products—							
Grains—							
Barley.....	5,289,780	20,206,972	11,469,050	18,138,354	10,561,195	1,153,933	472,033
Oats.....	15,193,527	9,349,455	14,152,033	3,300,477	6,623,635	3,059,427	4,694,519
Pease.....	1,332,994	1,143,147	847,434	218,838	184,201	616,975	273,207
Rice.....	87,800	668,077	223,732		11,895	496,416	22,523
Rye.....	962,742	3,475,834	6,231,170	1,644,138	2,331,294	1,560,499	1,344,976
Wheat.....	96,985,056	185,044,806	310,952,138	122,108,193	73,489,796	14,000,932	91,442,298
Other.....	871,536	685,468	441,964	4,680	22,154	658,714	386,301
Flour and Milled Products—							
Bran, shorts and middlings.....	1,592,212	2,983,843	1,481,097	1,170	6,170	2,779,255	1,236,851
Malt.....	1,687,214	1,320,773	1,350,201		39,747		
Oatmeal.....	4,032,567	4,283,772	2,343,965	3,717,224	2,096,098	22,495	19,709
Wheat flour.....	99,931,659	94,262,928	66,520,490	61,494,045	28,896,091	337,514	12,023,090
Other.....	202,071	1,942,031	1,084,863	537,542	81,175	1,207,450	668,929
Prepared Foods and Bakery Products—							
Cereal foods, prepared....	4,247,249	1,087,901	854,254	1,048,826	803,248	5,339	20,245
Other.....	1,319,925	691,015	442,292	390,498	269,818	30,861	30,426
Vegetable Oils and By-Products—							
Oilcake.....	119,275	1,465,366	663,834	946,083	296,044	61,149	38,453
Vegetable oils.....	857,334	878,346	197,482	32,587	125	757,999	146,261
Rubber—							
Raw and waste.....	129,925	442,209	133,516	8,662		433,547	133,316
Boots and shoes.....	2,058,715	1,750,967	1,524,969	829,154	457,561	3,203	2,684
Tires.....	3,016,974	7,395,172	8,253,986	3,548,149	3,641,720	253,249	179,133
Other manufactures.....	423,976	481,615	927,057	96,879	109,002	171,122	350,107
Seeds for Sowing—							
Clover.....	3,361,170	4,314,341	2,005,460	694,760	723,093	3,583,510	1,098,783
Other.....	155,063	532,514	605,608	321,538	365,254	194,177	207,105
Sugar and Its Products—							
Confectionery.....	1,962,744	5,988,324	1,190,718	5,002,031	419,623	132,728	57,524
Maple sugar.....	1,062,895	1,121,959	1,962,258	7,565	5,499	1,114,304	1,956,637
Sugar, n.o.p.....	169,708	22,479,409	11,837,930	11,824,363	247,161	504,523	9,999,566
Other.....	12,202	1,105,313	145,619	791,385	11,731	205,040	122,041
Tea and Coffee—							
Coffee.....	10,488	17,535	5,351	15		11,273	1,539
Tobacco—							
Cigarettes.....	4,549,798	3,324,055	41,983	2,586,913	20,134	1,002	382
Other.....	844,737	364,126	168,861	303,334	99,020	29,506	47,230
Vegetables—							
Fresh—							
Potatoes.....	2,832,350	8,039,107	9,657,612			6,819,405	8,328,862
Turnips.....	633,028	957,042	460,506			939,630	444,830
Canned.....	9,154,622	1,527,202	408,203	1,360,419	274,040	41,274	39,312
Other.....	221,422	1,133,132	315,045	8	363	890,690	265,423
Other Vegetable Products—							
Wood alcohol.....	606,550	302,636	784,228	298,796	173,868		541,229
Flax seed (not for sowing)....	7,759,852	5,068,536	3,473,610	354,543		4,713,993	3,473,610
Gum, chicla.....	699,333	734,414	197,416			734,414	197,416
Hay.....	7,666,491	4,087,670	4,210,594	95,786	9,629	3,675,105	3,712,979
Senega root.....	281,875	594,088	283,830	24,815	26,178	558,926	252,863
Other.....	472,440	1,884,185	1,493,238	25,897	39,545	1,714,176	1,211,266
Total Vegetable Products	288,893,218	416,122,771	482,924,672	249,708,190	141,341,101	55,735,692	147,083,435

4.—PRINCIPAL EXPORTS OF CANADIAN PRODUCE FROM CANADA, ETC.—*Continued*

Classification	Total Exports of Canadian Produce (Mdse.)			Exports to United Kingdom		Exports to United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
ANIMALS AND THEIR PRODUCTS—							
Animals, living—							
For improvement of stock..		1,251,523	773,907	590	450	1,197,023	750,261
Other—							
Cattle, 1 year or or less..	723,463	1,771,072	1,474,521			1,769,518	1,473,222
Cattle more than 1 year old.....	29,346,027	43,214,685	19,989,370	70,200	19,350	41,226,445	19,759,329
Horses.....	2,302,220	708,137	780,977	36,045	11,100	493,638	651,129
Poultry.....	383,526	613,391	781,280			612,459	780,510
Sheep.....	1,609,862	1,999,499	1,717,734			1,979,361	1,700,992
Other.....	913,171	467,851	365,874	325	4,050	439,179	331,790
Bones, horns and hoofs.....	245,550	351,733	320,505			341,342	319,668
Fish—							
Fresh—							
Halibut.....	629,195	476,140	913,085			474,456	912,046
Herrings, lake.....	817,542	661,699	810,448			661,699	810,448
Lobsters.....	789,038	848,421	1,033,738			848,421	1,033,738
Mackerel.....	566,321	483,955	573,712			483,955	573,712
Salmon.....	794,332	1,420,171	743,812	94,438	60,460	1,321,679	656,380
Smelts.....	677,855	763,942	774,359			763,942	774,359
Whitefish.....	1,077,978	1,060,365	1,330,690	16,769		1,043,596	1,330,690
Other fresh.....	2,702,881	2,548,695	2,487,909	28,099		2,516,713	2,487,290
Canned—							
Herrings, sea.....	694,667	470,968	274,354	7		13,967	18,710
Lobsters.....	2,230,064	4,083,678	5,179,569	1,988,364	2,006,994	1,073,454	2,230,393
Salmon.....	10,297,803	12,067,319	7,580,977	7,582,373	5,584,566	681,547	237,018
Other.....	9	739,569	602,668	56,452	5,187	526,696	373,356
Dried or Dry Salted—							
Codfish.....	7,529,341	8,002,673	5,220,413	13,453	13,322	2,175,204	892,401
Haddock.....	412,085	548,772	294,957	5,820	1,800	265,099	23,688
Pollock, hake and cusk.....	593,645	627,412	534,007			68,895	40,985
Other.....	298,280	1,001,108	1,249,836			146,550	71,506
Pickled or Green Salted—							
Codfish.....	2,118,668	1,242,687	765,935			1,235,971	762,316
Herrings, sea.....	1,306,752	729,835	482,189	1,563		302,364	163,012
Mackerel.....	849,823	948,634	564,228			800,297	293,454
Other.....	192,647	519,716	291,626	5,120	5,504	479,661	267,167
Smoked—							
Herrings, sea.....	380,511	513,161	386,754	20	83	418,633	310,327
Other.....	194,994	154,774	160,188	16,241	640	121,855	152,080
Other fish.....	1,011,847	773,478	874,549	7,260	782	755,536	870,971
Fishery products, n.o.p.....	226,348	289,575	200,361	20,229	3,085	237,631	197,123
Furs, Hides and Leather—							
Furs—							
Undressed.....	13,499,431	20,617,291	11,731,061	3,936,839	3,509,714	16,532,801	7,932,253
Other Unmanufactured.....	117,739	105,506	168,215	38,232	20,701	41,201	39,309
Manufactures.....	120,451	199,174	331,168	83,846	146,078	20,532	35,938
Hides and skins.....	7,651,071	19,762,646	4,732,207	6,176	17,874	19,738,006	4,708,612
Leather, Unmanufactured—							
Harness.....	4,009,179	834,909	435,076	2,046	3,655	816,957	416,559
Sole.....	2,163,808	2,773,642	870,183	1,613,398	184,151	729,103	429,568
Upper.....	2,220,162	7,421,047	3,397,075	4,529,964	2,189,945	2,182,668	797,284
Other.....	363,769	712,670	436,094	144,403	63,178	515,553	337,678
Leather Manufactures—							
Boots and shoes.....	1,130,334	5,679,720	1,441,338	2,754,076	904,078	350,874	276,015
Other.....	2,550,460	635,164	501,603	189,265	27,107	263,569	395,619
Hair.....	259,622	339,785	226,365		195	332,112	226,105
Meats—							
Fresh—							
Beef.....	26,223,955	18,868,069	8,331,298	4,873,257	1,262,349	5,892,484	5,820,181
Other.....	850,704	2,067,685	2,705,871	288,530	88,501	1,425,647	2,434,390
Cured, Canned or Prepared—							
Bacon and hams.....	40,242,175	70,123,580	31,492,407	69,293,178	31,201,380	424,639	203,960
Beef, pickled.....	370,859	769,587	173,291	23,825		30,354	29,704
Canned meats.....	5,701,510	1,102,842	220,437	993,858	168,101	27,845	35,287
Pork, pickled.....	11,118,069	249,304	110,750	18,282	1,160	69,490	15,246
Other meats.....	1,082,889	2,980,167	1,467,466	1,573,567	440,573	608,606	450,274
Milk and Its Products—							
Cream, fresh.....	620,725	1,122,424	1,987,461			1,122,424	1,987,461
Milk, fresh.....	226,777	576,666	412,916			576,666	412,916
Butter.....	6,140,864	9,844,359	5,128,831	2,323,479	1,016,935	5,712,727	3,156,951
Cheese.....	35,223,983	36,336,863	37,146,722	25,720,370	34,024,595	1,575,264	184,883
Milk, condensed.....	7,035,297	8,517,771	8,187,937	5,031,162	3,644,723	2,214,166	2,352,319
Casein.....	1,936						

4.—PRINCIPAL EXPORTS OF CANADIAN PRODUCE FROM CANADA, ETC.—*Continued*

Classification	Total Exports of Canadian Produce (Mdse.)			Exports to United Kingdom		Exports to United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
ANIMALS AND THEIR PRODUCTS—							
<i>con.</i>							
Oils, Fats, Greases and Wax—							
Animal oils.....	147,749	242,893	45,947	119,515	39,667	79,577	1,071
Fish oils.....	712,088	1,240,431	251,019	51,897	.....	1,142,362	245,665
Lard.....	727,581	2,428,138	617,334	1,522,018	202,990	321,248	15
Tallow.....	173,491	999,585	172,146	195,912	.....	653,085	165,396
Other grease and wax.....	194,695	834,594	210,279	146,273	11,167	585,120	142,360
Other Animal Products—							
Eggs.....	381,558	3,496,827	4,425,856	3,309,364	4,229,608	70,514	118,513
Sausage casings.....	814,017	564,222	579,674	118,477	138,682	298,389	296,069
Other.....	997,433	1,215,745	887,378	41,417	36,821	1,166,188	844,314
Total Animal Products.....	244,990,826	314,017,944	188,359,937	138,885,994	91,291,301	130,997,017	75,751,046
FIBRES AND TEXTILES—							
Cotton—							
Fabrics.....	2,859,241	2,683,273	783,072	409,242	274,093	141,927	22,210
Other.....	632,964	3,465,424	2,060,345	835,092	415,425	242,164	159,605
Flax, Hemp and Jute—							
Flax fibre and tow.....	827,327	1,439,898	1,298,329	345,465	580,863	982,422	404,059
Other.....	1,016	117,025	57,692	3,393	6,841	83,186	25,045
Silk.....	36,270	176,461	343,077	49,128	158,710	41,245	23,543
Wool—							
Raw.....	3,302,846	5,472,236	2,168,256	149,237	54,856	5,293,522	2,094,691
Manufactures.....	3,518,850	11,487,489	5,682,247	855,216	228,763	945,364	663,361
Binder twine.....	2,574,734	5,530,908	3,192,174	128,013	227,939	3,037,525	2,924,198
Other textiles.....	14,277,133	3,655,600	3,198,692	1,079,571	695,712	1,705,101	806,170
Total Fibres and Textiles.....	28,030,381	34,028,314	18,783,884	3,851,357	2,643,202	12,472,456	7,122,882
WOOD, WOOD PRODUCTS AND PAPER—							
Books and printed matter....	408,507	603,318	941,209	122,555	187,603	353,344	557,317
Paper—							
Wall paper.....	360,567	324,149	831,772	70,059	134,323	2,898	17,072
Printing paper.....	40,718,021	53,640,122	79,701,900	1,730,662	525,141	46,809,178	68,804,038
Paper board.....	3,037,279	4,568,066	5,267,842	1,661,218	2,065,845	2,559,291	2,423,493
Wrapping paper.....	2,452,296	2,917,197	3,672,780	1,200,525	966,616	354,306	165,295
Other paper and mfrs. of.....	1,294,746	1,803,885	2,629,013	151,113	153,503	641,666	760,231
Wood, Unmanufactured—							
Logs and round timber.....	1,172,884	3,442,157	5,871,779	1,084,560	1,703,988	2,294,753	3,526,152
Saw and Planing Mill Products—							
Planks, boards and deals.....	40,740,954	75,216,193	71,079,295	26,996,484	20,449,773	44,874,541	45,107,422
Timber, square.....	1,402,871	2,148,162	1,832,736	1,472,174	631,387	103,795	163,166
Other lumber.....	3,696,117	3,660,487	291,683	303,800	114,035	47,481	136,241
Laths.....	1,023,588	3,668,511	3,767,830	.....	65	3,633,363	3,636,924
Shingles.....	5,995,353	10,848,602	9,230,581	2,722	199	10,775,018	9,058,127
Shooks.....	475,460	517,417	1,068,390	233,292	203,072	180,279	90,262
Other saw and planing products.....	387,760	613,084	872,604	172,850	133,606	362,894	571,969
Pulp wood.....	15,386,600	8,454,803	21,513,594	.....	.....	8,454,803	21,513,594
Other unmanufactured wood.....	98,746	84,004	155,983	.....	.....	80,293	153,481
Wood, Manufactured—							
Cooperage.....	188,672	223,046	300,991	89,355	40,065	66,357	166,891
Wood Pulp—							
Chemical.....	30,226,856	33,000,063	55,060,219	3,212,119	4,425,148	25,550,882	46,449,938
Mechanical.....	4,479,915	8,383,419	16,491,818	1,802,281	3,472,454	5,765,871	11,516,607
Other manufactures.....	1,021,962	3,097,259	3,979,459	1,720,513	1,554,561	775,127	1,157,470
Total Wood, Wood Products and Paper.....	154,569,15	4213,913,944	284,561,478	42,026,282	36,761,384	153,686,140	215,975,690
IRON AND ITS PRODUCTS—							
Ore, including chromite.....	1,043,962	159,817	244,966	.....	.....	159,817	244,966
Agricultural implements.....	8,831,803	11,614,400	12,527,373	1,193,641	1,183,076	3,281,988	3,439,149
Engines.....	290,797	7,808,080	3,735,369	811,877	120,434	106,438	76,450
Hardware and cutlery.....	7,530,778	7,730,826	7,332,041	4,011,040	3,867,161	1,325,684	1,254,610
Machinery.....	6,446,200	6,416,591	5,769,488	831,511	1,424,696	4,113,085	2,054,030
Rolling Mill Products—							
Bars and rods.....	7,844,004	3,012,635	4,872,203	1,375,212	2,597,318	582,213	293,715
Other.....	641,937	4,416,172	6,051,066	439,974	345,553	1,104,593	1,914,442
Smelted Products—							
Billets, ingots and blooms.....	2,270,721	2,717,220	2,912,471	1,213,061	2,809,015	1,409,614	103,425
Pig iron.....	313,500	2,654,833	2,634,153	.....	779,413	2,495,853	1,852,581
Other.....	2,620,923	1,223,635	1,059,576	147,317	82,364	863,240	833,748

4.—PRINCIPAL EXPORTS OF CANADIAN PRODUCE FROM CANADA, ETC.—*Continued*

Classification	Total Exports of Canadian Produce (Mdse.)			Exports to United Kingdom		Exports to United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
IRON AND ITS PRODUCTS—<i>Con.</i>							
Vehicles—							
Automobiles, freight.....	1,313,770	2,211,342	2,602,853	426,849	643,344	32,510	3,750
Automobiles, passenger.....	5,989,908	12,672,265	11,376,268	967,465	1,422,548	62,463	1,037,386
Automobiles, parts of.....	1,552,296	3,097,466	4,262,325	1,933,265	86,137	352,471	1,870,093
Other.....	13,881,627	2,014,641	1,578,669	22,971	62,971	136,579	298,158
Wire.....	2,890,303	1,798,224	2,271,151	938,972	734,855	288,224	496,330
Castings.....	448,087	401,455	845,736	4,648	19,813	382,877	806,976
Firearms.....	1,860,279	1,868,477	31,207	2,283	26,674	1,865,590	3,869
Scrap iron.....	1,282,825	4,300,663	1,442,747	778,132	150,677	3,489,794	1,251,787
Tools.....	2,132,671	661,651	538,967	136,522	143,139	81,228	75,863
Other iron and steel.....	12,724,535	5,005,436	4,412,112	639,417	1,154,638	3,582,860	1,719,085
Total Iron and Its Products	81,910,926	81,785,829	76,500,741	15,874,157	17,653,826	25,717,121	19,630,413
NON-FERROUS METALS—							
Aluminum.....	6,901,757	5,745,235	4,646,819	1,610,682	1,156,297	3,615,890	3,167,590
Brass—							
Old and scrap.....	1,148,819	1,217,940	271,609		1,176	1,216,263	270,433
Other.....	1,033,961	426,217	327,429	89,029	147,690	190,052	4,356
Copper—							
Fine, in ore, matte, regulus.....	8,684,191	5,253,218	4,336,972	192,244	653,780	5,060,974	3,663,192
Pigs, bars, sheets and blister.....	11,716,083	7,572,282	8,334,296	673,689	610,176	6,713,151	7,646,398
Other.....	590,905	1,053,832	642,821	704	25,336	179,627	94,807
Lead.....	1,654,947	1,193,144	525,656	537,551		579,029	358,995
Nickel and Cobalt—							
Cobalt.....	972,676	409,559	396,595	210,492	112,049	195,000	281,746
Nickel.....	11,170,339	9,039,221	9,405,291	1,305,283	1,942,480	7,533,437	6,782,971
Precious Metals—							
Gold-bearing quartz, dust, etc.....	9,202,033	5,974,334	3,038,779		195	5,376,289	3,036,084
Silver in ore, concentrates, etc.....	3,677,313	2,781,705	1,870,244	152,154		2,629,453	1,870,244
Silver bullion.....	15,842,329	11,473,896	9,257,188	3,653,042	4,401,852	2,779,067	1,726,602
Other.....	376,108	309,070	382,355	36,350	1,000	272,720	381,355
Zinc.....	449,713	950,082	963,962	403,483	292,146	238,841	86,129
Electric apparatus.....	2,167,545	424,476	651,461	110,881	341,003	222,115	139,237
Other non-ferrous metals.....	4,030,158	1,523,591	1,125,527	286,741	188,336	1,109,926	737,287
Total Non-Ferrous Metals	79,618,877	55,347,802	46,177,004	9,262,325	9,873,516	37,911,834	30,267,426
NON-METALLIC MINERALS—							
Clay and clay products.....	171,944	220,744	323,989	11,150	4,678	196,195	240,123
Coal.....	10,169,722	13,183,666	16,501,478	1,651,188	941,299	5,700,441	6,287,861
Coal products.....	215,038	257,058	974,313			208,163	450,125
Graphite.....	195,934	114,105	120,473	212	1,892	113,867	118,501
Mica.....	369,577	774,369	660,218	53,411	45,050	566,463	611,023
Petroleum and its products.....	1,025,068	1,176,644	679,598	73,672	116,052	717,509	305,819
Stone and Its Products—							
Abrasives, artificial.....	2,104,274	1,355,084	1,526,862	135	14,224	1,354,949	1,485,769
Other.....	708,274	1,507,358	3,883,656	8,991	7,662	827,643	2,849,521
Asbestos.....	9,203,168	9,000,172	12,955,083	773,657	1,357,051	6,752,577	8,479,533
Glass and glassware.....	36,145	914,447	935,575	459,082	409,314	38,018	230,259
Other.....	2,212,375	1,785,686	1,473,321	89,659	230,021	986,967	1,199,108
Total Non-Metallic Minerals	26,411,519	30,289,333	40,034,566	3,121,157	3,127,243	17,462,792	22,257,947
DRUGS, DYES AND CHEMICALS—							
Acids.....	75,857	901,397	1,069,667	370,308	419,630	260,452	310,015
Dyeing and tanning materials.....	30,190	58,240	33,957	48,900	31,300	558	202
Explosives.....	37,506,294	4,675,047	1,271,702	385,281		4,070,595	627,401
Fertilizers.....	4,321,037	6,694,037	4,993,176	73,383	40,726	4,779,756	3,563,042
Paints, pigments and varnishes.....	1,800,025	1,625,418	1,756,045	748,092	934,409	126,901	154,055
Soap.....	560,025	1,000,722	143,627	219,165	24,260	3,886	2,474
Inorganic Chemicals, n.o.p.—							
Acetate of lime.....	203,084	319,182	261,578	208,418	178,529	59,636	30,087
Calcium carbide.....	4,720,783	3,599,899	4,618,335	627,721	110,390	2,564,627	4,159,844
Cobalt oxide and salts.....	908,659	797,489	891,045	263,200	399,420	298,708	306,352
Other.....	75,398	130,372	113,910	9,433	16,800	54,443	21,708
Other drugs, dyes and chemicals.....	6,240,302	2,407,857	4,191,382	640,279	1,070,483	1,217,614	2,290,627
Total Drugs, Dyes and Chemicals	56,441,654	22,209,660	19,344,424	3,594,180	3,225,947	13,437,176	11,465,207

4.—PRINCIPAL EXPORTS OF CANADIAN PRODUCE FROM CANADA, ETC.— *Concluded*

Classification	Total Exports of Canadian Produce (Mdse.)			Exports to United Kingdom		Exports to United States	
	1919	1920	1921	1920	1921	1920	1921
	\$	\$	\$	\$	\$	\$	\$
ALL OTHER COMMODITIES—							
Amusement and sporting goods.....	139,374	191,868	98,631	122,859	32,569	50,584	32,323
Containers.....	187,345	39,791	27,959	6,243	.....	8,486	16,063
Household and personal equipment.....	500,189	975,908	971,888	470,851	290,833	195,897	255,660
Mineral waters.....	42,919	37,046	16,480	1,190	.....	32,319	12,785
Musical instruments.....	271,134	502,287	951,326	173,753	334,475	112,118	118,557
Scientific and Educational Equipment—							
Films.....	1,302,886	1,486,079	2,493,694	375,101	54,871	1,049,993	2,378,524
Other.....	580,149	540,575	443,810	295,218	321,110	49,675	35,317
Ships and vessels.....	21,488,380	50,398,862	17,349,135	19,828,274	4,860,818	130,428	1,760,122
Vehicles, n.o.p.....	4,595,602	911,979	84,905	36,830	2,258	869,784	60,669
Works of art.....	340,426	83,085	96,114	23,642	17,541	59,356	78,432
Miscellaneous—							
Cartridges.....	213,432,531	7,366,733	52,674	83,264	11,949	7,016,804	1,072
Settlers' effects.....	4,391,278	7,631,498	8,822,207	788,967	907,729	6,587,817	7,574,512
Other.....	8,305,038	1,610,790	1,068,172	622,803	91,248	444,694	426,474
Total All Other Commodities.....	255,577,251	71,776,501	32,476,995	22,828,995	6,925,401	16,607,955	12,750,410
Grand Total, Canadian Exports	1,216,443,806	1,239,492,098	1,189,163,701	489,152,637	312,842,921	464,028,183	542,304,456

THE MERCHANT IN THE EXPORT TRADE

CONTRIBUTED BY H. H. BENNINGTON

The Canadian merchant houses which operate internationally occupy a very important place in the trade of Canada. Besides linking up the Canadian manufacturer with the foreign buyer they perform the following functions:—

1. *Investigate and Report on Foreign Markets.*—When a manufacturer's output exceeds the domestic requirements he can, at no expense to himself, apply to a reputable merchant and secure from any or all foreign markets up-to-date reports on the prospects of business in his particular articles. He would also know what the requirements of the markets are as regards size, quality, price and packing; also what foreign competition must be met. This information is secured from the branch office of the Canadian merchant in each market and is based entirely on practical experience in the particular item or items under investigation. For the manufacturer to do this independently of the merchant it would be necessary for him to send his own men to the various markets at a great deal of expense both in time and money.

2. *Sell Merchandise in All Markets.*—Through its branches the merchant is in touch with all buyers in the market and is in a position to take care of both the large and small business. At the same time these branches can carry in stock those items which have a constant demand and in this way be in a position to hold the trade by selling ex store. Were a manufacturer to endeavour to perform the same service on as large a scale he would have to maintain warehouses and staffs not only in all principal markets but in the smaller ones.

3. *Credit Risk.*—In a market thousands of miles away, where conditions often require a buyer to have sufficient time to resell the merchandise before he pays for it, the manufacturer dealing direct is at a great disadvantage. Conditions are constantly changing and there is usually very little up-to-date information available pertaining to any particular buyer. The buyer may refuse to make payment when it becomes due 90 or 120 days after he has received the merchandise, and the manufacturer must either lose this money or bring suit in foreign courts. The merchant has a great deal of up-to-date information, not only on each buyer but on the condi-

tions of the market and can readily decide on the advisability of granting credit. This data does not only embrace bank and credit agency reports but the history of each transaction the merchant has had with a particular buyer; which reports sometimes extend back as far as twenty or thirty years. Should it be necessary for a merchant to bring suit against a buyer, the branch office in the buyer's market is able to bring suit in courts they know and understand and against some one they are thoroughly familiar with.

4. *Ship to Any Port.*—Where there are regular sailings it is comparatively easy to make shipments. Where these are irregular or do not exist, the merchant is often able to pool sufficient of his orders for that market to make it worth while for a steamer to call, or should this be impracticable the merchant can effect delivery by trans-shipping at some other port. Although this is avoided as much as possible, the merchant is prepared and has investigated the possibility of such shipments. Under this heading should also come the merchant's ability to purchase from manufacturers at any point and quote the buyer in any market delivered to his warehouse.

5. *Enable the Manufacturers to Sell on a Domestic Basis.*—Even though the Canadian manufacturer may have had some little experience in the export business the fact that he can deliver his merchandise on a car at the factory and secure immediate payment is a great advantage for many obvious reasons. The manufacturer is able to build up an export business on a domestic basis with no risk as to delivery or credit.

TRADE NOTES FROM AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Australian Sugar Market

Melbourne, April 9, 1921.—As advices have been received at this office that Canadian sugar refining companies are finding difficulty in securing a market for their surplus stocks and are inquiring as to possible outlets in oversea countries, the conditions prevailing in Australia in regard to the commodity may be of some interest.

In normal years Australia is a large producer of raw sugar, all of which is refined by the Colonial Sugar Refining Company at their large refineries in the principal cities of the four states. The situation to-day is that the import, export, and sale of sugar of all grades has been controlled by the Commonwealth Government during the past three years, and this control still continues. The control became effective by an agreement made between the Federal Government and the State Government of Queensland, as the latter territory provides the bulk of Australian sugar.

Under proclamation, the Queensland Government takes over the raw sugar from the growers and passes it on to the Commonwealth Government, which, under arrangement with the Colonial Sugar Refining Company, has it treated in their refineries, two of which are in Queensland, one in New South Wales, one in Victoria, and one in South Australia.

Last season, owing to the shortage in the Queensland crop, the Commonwealth purchased about 100,000 tons in Java, Peru, and Cuba. The quantity now on hand is stated by the Controller to be sufficient to last all domestic requirements until July, 1921, when the new crop of Australian sugar will be marketed. It is anticipated (unless the unforeseen happens) that this crop will approximate 280,000 tons, and will be sufficient for the Commonwealth until July, 1922, at least. The agreements in existence between the Commonwealth and Queensland Governments and the Colonial Sugar Refining Company cover the coming season (July to December) and also the next season, so that the present control will prevail for at least two years, during which period no sugar can be imported unless through the Commonwealth Government, which make oversea purchases and also fix wholesale and retail

prices for domestic consumption. Obviously, there appears little prospect of Canada exporting sugar to Australia, in view of heavy ocean freights and the customs duty of £6 per ton of 2,240 pounds on refined sugar.

Sale of Australian Wheat to Germany

A large quantity of Australian wheat is stated to have been recently sold to Germany at the price of 7s. 6d. to 7s. 11d. per bushel f.o.b. Australian ports, though the Wheat Board, through which the sale was effected, has not made a definite statement in regard to the transaction on the grounds of business policy.

In November last the price of 9s. per bushel was fixed for wheat for home consumption, the price to remain in force for one year, when it would be subject to revision. In consequence of the sale to Germany, at a lower price than that fixed for home consumption, considerable adverse comment is prevalent in commercial circles, as it is contended that if the sale to Germany represents the world's price for wheat the fixed price for Australian consumption should be reduced accordingly.

The sale has created the anomalous position that while Australian goods are being sold to Germany, imports from the latter are still prohibited.

Australian Dried Fruits

The prices for the new season's currants, sultanas, lexias, and seeded raisins have been fixed by the Australian Dried Fruits Association for home consumption—but not yet for export—at the same rates as those for the preceding season.

Owing to adverse weather conditions it is anticipated that the crop will not be as large as last season, and Canadian inquiries for supplies from this source are consequently not likely to be fully complied with. Local consumption amounts to about 10,000 tons of these dried fruits annually, and the output this year is computed to be about 13,000 tons, as against 18,000 tons for the previous season.

WHAT JAMAICA HAS TO SELL TO CANADA

MAJOR H. A. CHISHOLM, M.C., CANADIAN TRADE COMMISSIONER

Kingston, Jamaica, April 25, 1921.—It is a truism that in international trade a country cannot expect to sell its products in a given market unless it is prepared to buy in that market. This is particularly true of trade between Canada and the British West Indies. Fulfilling one of the conditions of the reciprocal trade agreement arranged last year between Canada and the West Indies, Canada has already marked out new trade routes to the various islands of the British West Indies. Up to a few months ago all the direct trade between Canada and Jamaica was carried on one small steamer of the Pickford & Black Line plying between Jamaica ports and Halifax. To this service has now been added the passenger and freight service of the Canadian Government Merchant Marine between Kingston and Montreal and Halifax.

Canada is now definitely committed to a policy of buying tropical produce direct from Jamaica rather than from countries which have granted her no preference or from countries in the role of middlemen, who add their handling charges before passing on such products to the Canadian consumer. It is only by purchasing in this way that we shall be able to turn our shipping ventures into profit. By bringing the raw tropical products direct to Canadian consumers by Canadian vessels and Canadian railroads every cent of the spread between the cost of the raw material and the price of the finished article becomes an asset to Canada and helps to reduce that unfavourable trade balance which has been brought so forcibly to public attention in recent months. Canada must strive, then, to eliminate the unnecessary inter-

national middleman. With this point in view, the writer has compiled the following information on Jamaican products which are consumed in Canada either in the raw state or in some finished form.*

THE ISLAND OF JAMAICA

Jamaica is situated about 18 degrees north of the equator. Its area is 4,200 square miles, or about 2,200,000 acres. Of this total, 400,000 acres comprise rich low-lying lands fringing the coast, and the remainder is hilly land mounting to a maximum elevation of over 7,000 feet, giving the island a fairly wide range of climate and diversity of products. Jamaica's agricultural resources are so varied, for so small a country, that even the worst combination of catastrophes in the form of earthquakes, hurricanes, or drought could not paralyse the trade of the island. Changing world conditions may make it unprofitable for Jamaica to grow certain commodities, but there are always others to which attention may be turned. The growth of the beet sugar industry before the European war had threatened to put the cane growers out of business. Jamaica simply turned to cocoanuts, bananas, citrus fruits, coffee, and spices, in all of which she had established an export connection. A country like Cuba, on the other hand, with only two established industries—sugar and tobacco—would have been brought to a serious *impasse* by any further strides in the beet sugar countries. The hurricane of 1917 flattened out most of the cocoanut and banana groves of the island, but her producers, undaunted, turned to sugar, rum, logwood, cattle, and spices.

While Kingston, with a population of 75,000, is the only city in the island, and the centre of business and shipping activities, there are over a dozen "outports" scattered around the coast which conduct an export and import trade. British, American, and Canadian vessels call at these ports to ship the produce of the parishes served by their various ports, while small coasting vessels also bring the merchandise of the outports to Kingston for shipment abroad. All the products of the island are then easily accessible and in less than a month most of them may be transferred from producer to the consumer abroad.

Population.—Jamaica's population is some 820,000. Of this total it is estimated 2 per cent are white, 20 per cent of mixed blood, 75 per cent negroes, and 3 per cent Chinese and East Indians.

EXPORTS

The total value of Jamaica's export trade in 1919 was £5,627,329, of which 24 per cent went to the United States, 63 per cent to Great Britain, 7 per cent to Canada, and 6 per cent to other countries. Jamaica's exports in 1911, her best pre-war year, amounted to £2,945,157.

COFFEE

The coffee now grown in Jamaica is known as "Arabian" coffee. It is said that the best coffee in the world is grown in the "Blue Mountain" district in Jamaica at elevations of from 2,000 to 4,000 feet above sea level. The quantity of this coffee has declined somewhat in recent years owing to the washing down of the topsoil from the steep hillsides by torrential rains. While a small high-class trade in "Blue Mountain" coffee still remains, the bulk of the coffee is grown by small cultivators at elevations of from 1,000 to 2,000 feet. A recent development is a combination of cattle raising and coffee culture, enabling cow manure to be applied to coffee plantings languishing for lack of fertilizer. There are three grades of coffee, known commercially as "Ordinary," "Good Ordinary," and "Fine Ordinary," the latter including the famous "Blue Mountain" variety. The coffee season begins in October and continues to the following March.

*The writer is indebted to the Hon. H. H. Cousins, Director of Agriculture, and Sir Leslie Probyn, Governor of Jamaica, for valuable information on the products of Jamaica hitherto unpublished.

In 1919 Canada was Jamaica's best customer for coffee. Of her total export of £356,190, Canada took Jamaica coffee to the value of £135,778, or some 10 per cent of Canada's total coffee imports. Nearly 90 per cent of Canada's coffee importations came from outside the British Empire.

COCOA

It is only within the last decade that Jamaica has become a cacao producer. Within twenty years the area planted in cacao has grown from almost nothing to 17,000 acres in 1919. The cacao industry in Jamaica has risen with the banana industry. Cacao is planted with bananas, and a banana planter is thus able to establish a cacao plantation practically without cost, as the bananas pay the expense of his cultivation while his cacao plants are coming into bearing.

While the highest class of "Criollo" cacao in the light coloured beans and delicate flavour may be grown in certain areas in Jamaica, the variety generally grown is the hardy and prolific "Forastero" plant. Plantation cacao in Jamaica is the product of well-fermented, ripe beans dried in artificial drying machines, and is considered a high quality cocoa in the world's markets. An inferior variety, however, is the small settlers' cacao, which is usually unfermented and washed and dried in the sun. The process of fermentation is necessary to develop a full-mellowed cocoa flavour. Of the total value of £287,000 of the crop of 1919, it is estimated that about 25 per cent was of the latter variety and 75 per cent of the higher fermented quality; and in 1919, £217,000 of Jamaica's cocoa output went to the United Kingdom, £43,139 to the United States, and £17,608 to Canada. When it is considered that during the fiscal year ending March, 1920, of our total importations of crude cocoa of \$1,717,316 we bought \$858,586 worth from the United States, it is surely time that we should strive to divert this trade into more direct channels, which will benefit Canadian shipping. The British West Indian reciprocity agreement gives West Indian raw cocoa a preference of \$1.50 per 100 pounds, so that it is reasonable to expect that we shall increase our direct imports of green cacao from Jamaica.

COCOANUTS

In thirty years the area planted in cocoanuts in Jamaica has risen from nothing to 40,000 acres in 1919. In spite of devastating hurricanes in recent years, cocoanut production has steadily increased, and it is expected that the island will export 30,000,000 nuts during the current year, provided no calamity intervenes. Large areas of young trees are now coming into bearing, so that an export of 50,000,000 nuts per annum should be realized within a very few years. Of Jamaica's 1919 cocoanut exports of £285,324, only £9,710 came to Canada, the remainder going to the United States and the United Kingdom. Most of Jamaica's cocoanut production is shipped in bags of whole cocoanuts, very little going out in the form of copra. An effort is now being made to establish a desiccated cocoanut and cocoanut oil industry in the island, while the cocoanut residue of pulp is retained as cattle food. Good results have been obtained in the quality of these products, but foreign markets must be developed for their sale.

Canada's trade in cocoanuts is small, the total imports being over 3,000,000 nuts valued at \$165,000 for the fiscal year ending March, 1921, of which 30 per cent came from Jamaica. On the other hand, Canada imported during the same period over \$500,000 of desiccated cocoanut and over \$500,000 of cocoanut oil. Desiccated cocoanut is used extensively in the manufacture of biscuits and confectionery, while cocoanut oil is coming into greater use every day in the manufacture of soap and margarine. Canada is at present buying the most of her cocoanut products from the United States, although Ceylon sent Canada in 1921 desiccated cocoanut to the value of \$258,000. American vessels are loading up with Jamaican cocoanuts to be manufactured in American cities into oil and food for Canadian consumers, while Cana-

dian vessels are leaving Kingston nearly empty. Why not load up our own vessels with cocoanuts to be converted into food and oil in Canadian cities? This one item is alone contributing several hundred thousand dollars to our adverse trade balance with the United States and depriving our own Merchant Marine of their proper freight. Under the new agreement, cocoanuts from the British West Indies will enter Canada free, as compared with a rate of 75 cents per 100 pounds from other countries. There is a splendid opportunity now awaiting Canadian enterprise in the manufacture of coconut products on a very small capital expenditure.

BANANAS

Before the war Jamaica was first and foremost a banana country. In 1912, 60 per cent of Jamaica's exports were in bananas, as compared with 20 per cent for 1919. This was of course due to the increased prices obtained for other products, while banana prices have been usually more or less stationary. Now that sugar has come back to nearly normal, bananas will remain Jamaica's leading crop. As is well known, the banana industry has been virtually monopolized by a great American shipping concern. Nearly all Jamaica's bananas go to the United States and a few shiploads to England. Canada bought all her bananas—nearly five and a half million dollars' worth—from the United States in the year ending March, 1921. Specially constructed refrigerators are required for the banana trade, and it will probably be some years before we shall have banana ships unloading at Canadian ports.

ORANGES

Twenty or thirty years ago Jamaica had a flourishing orange trade, which was destroyed by the rise of the Californian orange. The export trade in this fruit is now unorganized and practically dead, as most of the trees have gone wild. Nevertheless, Jamaican oranges are of even more delicious flavour than the Californian variety, but the seedless orange has not yet been grown in Jamaica. Canada imported in 1921 over \$7,214,000 worth of oranges and grape fruit, and of this total only \$28,000 worth came from the British West Indies, mostly from Jamaica. Most of the Jamaican oranges are now used for the manufacture of orange oil. The oil is extracted from the rind by native labour and the fruit is thrown away.

GRAPE FRUIT

Jamaica produces grape fruit unrivalled for flavour and succulence, but this is another Jamaican fruit industry languishing for lack of markets. The United States tariff has shut out the Jamaican grape fruit as it has the orange, and the English are not yet lovers of this delightful breakfast fruit. Now that Canada has granted British West Indian grape fruit a preference of 50 cents per 100 pounds, Canadians should soon be eating Jamaican grape fruit as well as the Florida fruit. The United States now sells over \$751,000 worth of grape fruit to Canada, while Jamaica's exports of this fruit to Canada are worth only \$17,000. The shipment of grape fruit is not the specialized business the banana and orange trade is, and there is no reason why Jamaica grape fruit should not make great strides in the Canadian market, and Jamaicans are looking to the Canadian market to put more life into their grape fruit industry.

GINGER

Jamaica ginger is the best in the world, and from the earliest days of the colony it has been a recognized staple. The ginger plant is grown by peasant proprietors (at elevations of from 1,000 to 2,000 feet), who peel and cure the raw fruit. Since the advent of prohibition in the United States there has been an increased demand for Jamaica's strongest ginger, offsetting to some extent the blow thus dealt the rum

industry. Jamaica ginger exports in 1919 were valued at £55,000, £3,445 being Canada's share. During the same period Canada bought \$173,000 worth of raw ginger and spices from the United States.

PIMENTO

Pimento or "allspice" is the fruit of a species of myrtle tree, of which Jamaica has practically a world monopoly. Notwithstanding the fact that Jamaica is the world's sole source of supply, the market for the product is so limited that there has recently been an annual over-production of 20 per cent. Hamburg used to take a good proportion of the output, but all the pimento now goes to New York and London. The value of Jamaica's export of pimento in 1919 was £184,564, £4,879 of this going to Canada.

ANNATTO

Annatto, the seed of a plant grown by the small settlers in Jamaica, is finding an increasing sale abroad for the production of (annatto) colouring matter for such articles as butter, cheese, and soap. Canada should be interested in this commodity, but none of it has gone to Canada. The United States and United Kingdom imported annatto from Jamaica to the value of £6,000 in 1919. It is stated that as a colouring for foodstuffs annatto is now finding favour over the synthetic dyes, and that the Scandinavian countries are buying most of it for use in their dairy industries.

LOGWOOD AND LOGWOOD EXTRACT

The logwood industry in Jamaica has enjoyed several flourishing years during the war. Prior to the war the logwood had been shipped to the United Kingdom, but the shipping situation made necessary the establishment of the dye industry in the island. There are at present several factories in Jamaica engaged in extracting the colouring matter from logwood, consuming a total of some 40,000 tons of logwood per annum. It is stated that synthetic dyes will never be able to eliminate logwood extract in dyeing *animal fibres*—i.e. wool, silk, and leather. Logwood produces the "standard black" shade on wool with which all other shades are compared, while on silk the extract not only acts as a dyestuff but it also increases the weight of the fibre on account of its property of being absorbed in large amounts by the fibre. In 1919 Jamaica exported logwood extract to the value of £358,485, nearly all of which went to the United Kingdom, Canada's importations amounting in value to only \$216. It is interesting to note, however, that in the fiscal year ending March, 1921, Canada bought from the United States alone nearly 19,000,000 pounds of extract of logwood, fustic, oak and oak bark, and quebracho. Fustic also comes from Jamaica, £11,000 of this being exported in 1919. A "khaki" dye is obtained from fustic.

SUGAR

Sugar, once the chief source of Jamaica's wealth, had ceased shortly before the war even to be classed as one of the island's major products. In 1914 less than 5,000 tons, valued at some £50,000, were exported. War prices, however, encouraged planters to increase their cane acreages, to such an extent that production has been increased tenfold in five or six years, Jamaica's annual exportable surplus now being placed at 50,000 tons. It is not likely, however, that there will be any increase in Jamaican sugar production. Sugar production is not organized in Jamaica, and it is doubtful whether in competition with big sugar-producing countries it will continue in its present ascendancy in the island. Jamaican planters usually grind and market their own sugar in an era when large central factories are showing more efficiency. The Jamaican Government now have under way a scheme for the establishment of one or two large centrals where most of the island's cane will be ground. In any

case, it is the writer's opinion that Jamaica's sugar production will not increase over the present output, and that the probability is that there may even be a gradual decline in her sugar production.

Sugar men in Jamaica express considerable dissatisfaction over the fact that British West Indian light sugars were not given preferential treatment under the Canada-West Indian agreement, as well as over Canada's antiquated Dutch Standard test. The Jamaican exporter wants to ship his light grocery sugars direct to the wholesaler in Canada, whereas the agreement provides a preference only for refining sugars. Canada bought such Jamaican sugars during the twelve months ending March, 1921, to the value of \$3,423,789.

RUM

Owing to prohibition in the United States, and still more to the heavy taxes imposed on imported rum by the United Kingdom, Jamaica rums are now in the "doldrums." Heavy production was stimulated during the war, but the rum markets abroad have collapsed. Russia, who liked Jamaica rum in her tea, was a large importer before the war, and of course that outlet is now also denied to Jamaica's most famous product. Jamaican rum exporters are hoping that consumption will be stimulated in Canada by the heavy preference of 60 cents per gallon granted by the agreement. In 1919 over £900,000 worth of Jamaica rum entered the United Kingdom, while during the twelve months ending March, 1921, Canada bought \$371,000 worth.

HONEY

With the recent advances in the science of beekeeping in Jamaica, honey has now become a product of no little importance to the island, the number of hives being estimated at over 40,000. The bulk of Jamaican honey is procured from the flowering trees of the island. "Logwood honey," a "water-white" in colour, is described as one of the finest table honeys in the world, and is the mainstay of Jamaica's honey production. There are six other Jamaican varieties of honey. In 1919 Jamaica exported to the United Kingdom honey to the value of £37,580, and to Canada £706.. In fiscal year 1920-21 Jamaica's imports of honey into the Dominion were valued at \$8,977.

GOAT SKINS

Jamaica exported in 1919 some \$200,000 worth of goat skins to the United States, and during the year ending March, 1921, over \$43,000. Nearly every peasant proprietor in Jamaica has his little herd of goats. The Canadian shoe industries are heavy purchasers of goat skins from abroad, and they might well buy more of their imported raw material from Jamaica.

SISAL GRASS

Jamaica has recently commenced the production of sisal grass, and an order for 20 tons has already been placed with a Canadian cordage concern. It is estimated that Jamaica can produce 2,000 tons of sisal fibre if markets can be found abroad. If the fibre proves satisfactory in the manufacture of binder twine, Canada may find in the British West Indies a source of supply that will enable her to free herself from the necessity of spending over \$5,000,000 a year for binder twine made in the United States, and at the same time build up a big binder twine industry in Canada. The total imports of sisal grass into Canada for fiscal year 1920-21 were valued at \$3,000,000, the Jamaican product being valued at \$2,000.

FORESTS OF THE BRITISH WEST INDIES

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, April 22, 1921.—Some limited areas of the original forests of the West Indies still remain. In Barbados, Antigua, St. Kitts, and Montserrat the greater part of these has been cleared and the land put under cultivation. In the interior of Trinidad and Jamaica considerable tracts of well-wooded forests are still found, though they are being reduced as land settlement is extended. Extensive forest areas remain in St. Lucia and Dominica, and small areas in Grenada and St. Vincent. The difficulty which has presented itself in getting out lumber from these forests in anything like commercial quantities is the lack of transport facilities. No railways exist in the smaller islands and no rivers of sufficient volume to assist lumbering operations. Even in some of the larger colonies hardly any roads extend through the wooded areas, making it impossible to get out any considerable cut of lumber. Another difficulty besides that of transportation which faces the lumberman in search of merchantable timber of any special variety is that the trees of all West Indian forests are not gregarious in their habits. All sorts and varieties of trees are found growing together, valuable hardwoods side by side with softwoods of little commercial value, useful only for fencing or other inferior work. These conditions which have made the cutting of lumber difficult have really saved the forests. A valuable asset thus remains to the various colonies as the country is opened up. Some particulars of these forests, from the lumberman's point of view, will be set out in the following paragraphs.

British Guiana Forests

The forests of British Guiana are much more extensive and altogether more important than those of the West Indies proper. Three-quarters of the whole area of the colony, comprising over 70,000 square miles, consist of forest-clad country. The area under cultivation is limited to a fringe of low country along the sea-coast and to narrow strips on the larger rivers. Practically the whole of the interior is yet unopened, and the forest limits follow a line parallel to the navigable rivers and along the coastline to a distance from which it has been found profitable to haul lumber to the seacoast or waterway. The great forests back of these workable limits are still untouched by the woodman's axe and practically unknown except to the ranger. Of the extent and value of the forest trees little is really known, as only some few have been classified and their properties recognized. Cutting has been restricted to the known varieties, of which considerable information has been gathered by the Forestry Bureau within the last few years.

PRINCIPAL VARIETIES OF TREES IN BRITISH GUIANA

"The forests along the margin of the sea and river estuaries," to quote from a report published from this office a few years ago, "consist principally of Mangrove and Courida. Higher up the rivers their banks for many miles are bordered with an abundant growth of Mora, a large tree rising sometimes to a height of 200 feet at maturity. With the exception of certain palms, the Mangrove, Courida, and Mora may be considered as the only gregarious trees of the colony. The Greenheart, Wallaba, Crabwood, and Bullet tree are only partially social in habit, and are found growing in many places in belts of varying length and breadth, locally called 'reefs.' These are principal trees now classified having commercial value, and needing description.

"*Greenheart*.—This wood is very well known, and is of great utility. It is one of the tallest of the Guiana forest trees, and logs can be had from 18 to 24 inches

square and 70 feet long. It is used for shipbuilding, wharves, house-framing, mill timbers, and many other purposes.

"Mora Wood.—Mora wood does not seem to be so well known as Greenheart, though it is equally useful. The trees are more plentiful and more accessible. They grow to a very large size and are useful for many purposes—for wharves, shipbuilding, and railway sleepers—and the wood is considered as among the most durable.

"Wallaba.—This is another useful timber. There are four varieties of the tree, all of which are plentiful, but only two are generally used. The timber is used for frames for houses, vat staves, paling staves, and shingles, both for local use and for export to the neighbouring islands, and also for firewood.

"Bullet Tree.—This is an excellent hardwood, dark red, close grained and solid, and when free from sap, most durable. It is now only cut for special purposes, the latex of the tree, which attains an average height of 100 feet, furnishing the valuable product balata.

"Crabwood.—The crabwood has within the last few years attracted the attention of manufacturers. A number of milling plants have been placed along the rivers on which areas of this wood are to be found, and the export of the wood has become considerable, chiefly to the United States. Up to the present very little has reached Canada, although some efforts have been made to place it on that market. In appearance the wood may be said to resemble, when finished, an open-grained mahogany, being something between red cedar and mahogany. It is not so hard to manufacture as mahogany, and it is said to work up very well.

"Red Cedar.—This well-known wood is rather plentiful, though only exported in small quantities. It is mostly used for making cigar boxes."

In addition to the woods mentioned above, a large number of less known varieties are found, both hard and soft, suited for building and many other purposes, and mostly used locally. The list of these, as reported, is as follows:—

Hardwoods.—Surdani, Hubu-bali, Purple-heart, Locust, Kakaralli, all handsome hardwoods used for building, furniture, and various other purposes; Hackia, mostly used for walking-sticks; Washiba, used for bows; Letter-wood, a beautifully marked wood, used for walking-sticks and inlaying work.

Medium Hardwoods.—Silverballi, of which there are many varieties, is chiefly used for boat-building, for which it is well adapted, and for furniture and indoor work; Warakuri or White Cedar, a light wood mostly used for making paddles, also suitable for cigar boxes, etc.

Softwoods.—Simarupa and Dalli, sawn into boards, are used for making matches, match boxes, and cheap coffins.

Forest Trees of Trinidad

Only about one-quarter of the land area in Trinidad is under cultivation, and about 1,400 square miles given as "uncultivated," a great part of which is in forest. These forests abound in valuable hardwood trees, many of them little known outside of the colony itself. Including the furniture woods, the list is comprised of: Cedar, Balata, Saman, Crapeaud, Cyp or Cypre, Locust, Mora, Fustic, and Purple Heart. With the exception of Cedar, none of these woods are obtained in sufficient quantities at the present time for export. No description is required for Cedar, as the wood is very well known, but the other woods used locally in the manufacture of furniture would require a description:—

Saman.—This is a hard compact wood of darkish colour, shading from black to dark brown. A large number of trees of this variety are said to be obtainable if there were an export demand.

Crapeaud.—This is a reddish wood with some of the characteristics of mahogany, though not so deep in colour.

Cyp or Cypre.—Cyp or Cypre is a firm compact wood of a little yellowish colour and takes a good polish. It is well suited for cabinet-making.

Locust Wood.—This is of a dark brown to orange red colour, fine and close grained, rather heavy and hard. A wood of good appearance which may be used as a substitute for inferior mahogany. A certain quantity of this wood is obtained, and occasionally appears as a small item in the exports.

Forests and Woods of Jamaica

Jamaica for many years past has been doing something in the way of preserving its forests. Abandoned estates and Crown lands which have been denuded of their trees are being reforested, and the benefit that has resulted may be seen in the output from the land and the increased areas now growing into forests. The extent of the forests is in the neighbourhood of half a million acres. The principal trees are: Mahogany, Logwood, Fustic, Mahoe, Ebony and Satin Wood. Of these, the only trees whose wood is applied to cabinet-making are Mahogany, Mahoe, Ebony and Satin Wood. In former times a large quantity of Mahogany was exported from this colony, but it has now become very scarce, and can nowhere be obtained in commercial quantities. Mahoe is a dark, blackish green wood, works well and takes a good polish. It is used for furniture and cabinet-making. The tree from which it is obtained grows to a height of from 50 to 80 feet, with a diameter at full growth of about 3 feet. A certain quantity of Ebony is obtained and exported, and also a small quantity of Satin Wood.

Very little need be said in reference to the other colonies in regard to their forests at the present time. In St. Lucia and Dominica, though no doubt their forests contain excellent wood for furniture-making, there is no way of obtaining it, as the colonies are to a great extent without roads for transportation. In Grenada a large quantity of mahogany was formerly obtained, and up to a few years ago the item was found among the exports. Now, however, the supply seems to be exhausted and only enough remaining to cover the local needs.

Forests of British Honduras

British Honduras, though not a part of the West Indies, must not be left out in any review of the forest and lumbering operations in these regions. The area of the colony is 8,598 square miles; about 100 under cultivation and 7,146 uncultivated, including 4,085 under Mahogany, Spanish Cedar, and Logwood. Nearly 10,000,000 feet of Mahogany were cut and exported in 1918, and about 1,000,000 feet of Spanish Cedar, all of which went to the United Kingdom. This is the only British colony in these waters from which any considerable supply of Mahogany can be obtained. In addition to Mahogany, the principal timbers are: Cedar, *Lignum-Vitæ*, Ebony, Ironwood, Sapadillo, and Poison-wood. The dweoods are Logwood and Fustic. To quote from a recently published handbook: "Although the attention of wood-cutters has hitherto been almost exclusively confined to Mahogany and Logwood there are several other timbers of considerable commercial value to be obtained in the colony, and it is to be hoped that with the advent of increased facilities of communication and transport these will find their way into foreign markets."

TEMPORARY PROHIBITION OF IMPORTATION OF FLOUR INTO SOUTH AFRICA

A cablegram from Mr. W. J. Egan, Canadian Government Trade Commissioner at Cape Town, states that the South African Government has prohibited the importation of flour until the 30th of June.

ECONOMIC CRISIS IN HOLLAND

Holland is passing through a severe economic crisis, in part the result of conditions general to the whole world, in part the consequence of circumstances peculiar to the geographical and historical circumstances of the country, writes a special correspondent of the *Manchester Guardian Commercial*. The world importance of Holland is derived from two main sources—its vast colonial empire in the East and its command over one of the main gates to Germany. The wealth of The Hague and of Amsterdam are largely drawn from the former source; the port of Rotterdam owes its prosperity to the latter.

THE CURRENCY PROBLEM

But this is not the whole story. The development of Germany has affected not only the trading centres, but also the agricultural life of the country. An enormous trade in vegetables and garden produce, in horticulture and arboriculture, had grown up, dependent to a large extent on the purchasing power of the mighty eastern neighbour. When one travels as I did to the eastern frontier, and sees the forest of chimneys on the German side of the frontier line at Gronau, and hears that the Dutch workers that used to work there have had to be especially assisted by the Government owing to the depreciation of the mark, one begins to understand the situation perhaps even better than one does when one gets pointed out in magnificent offices in Amsterdam that the tea and coffee, the rubber and copra trades are dead until Germany and Russia revive; or when one sees, as I did, the Rhine barges delivering coal to French coal tramps, and sees, at the same time, American ships unloading coal for Germany in the same harbour. When some kind friends of mine arranged a trip round the Rotterdam harbour, they took rather a sombre pride in pointing to this phenomenon, and to the seventy and more steamers of all nationalities which were lying in mid-stream, eloquent evidence of a disordered world.

The colonies are now suffering from a period of depression due to absence of demand, after a period of remarkable prosperity. Unfortunately for them this crisis coincides with the emergence of a currency problem. Until very recently the currency of the Netherlands and of the East Indian colonies was the same. During the war the issue of silver treasury notes not valid in the colonies, and the refusal of the Netherlands Bank to furnish gold on demand, led to a virtual though not a nominal separation of the currencies. Dutch economists pride themselves on the fact that for over half a century the "gold exchange standard" had been successfully adopted by Holland and her colonies. A Royal Commission, among the members of which is the distinguished Dutch economist, Dr. G. Vissering, of the Netherlands Bank, is about to begin an investigation into the future monetary relations of the two areas.

COTTON AND ENGINEERING

In the textile areas I found the idea that the depression there was associated with the depression in the colonies rather ridiculed. The slump in world prices, so it was argued, only affected the great plantation companies, and it was only in so far as the native grower grew for the world market that he, the great consumer of cotton

goods, was really affected. Nevertheless, it was admitted that, whether for this or other reasons eastern markets were glutted with goods ordered last year.

The great importing firms were overstocked. The custom in the Netherlands East Indies appears to be that the native dealers will only deal, as it were, on "sale or return," so that the whole of the risk is concentrated on the European buyer. The result of depression in the colonies and a lack of buying power at home is an almost universal working of short time in the textile industry. My guide through one of the largest of the Dutch mills, which spins and weaves and dyes its own goods, scouted the German danger. So far as the cotton industry is concerned, he said, the danger was non-existent.

Quite otherwise is the position in the engineering industry. Here the danger of "exchange dumping" was asserted to be very great. I had the privilege of being shown over a huge establishment some departments of which have had to be closed in consequence of fierce competition from Germany. In others there were orders in hand until 1923, owing, as my informant added, "to our main German competitor having his hands full."

MARKETS OF ARGENTINA

The Argentine Government plans extensive up-river dredging and construction work for the purpose of converting Rosario into a first class port. It is proposed to construct a concrete river-wall 500 meters in length and within this zone to build a series of modern grain elevators connected by rail with the interior, to enable direct and quick loading of steamers. The estimated cost is \$3,000,000 gold.

There is a market for flavouring extracts and colouring matter, in connection with the Argentine candy industry. Sugar and cacao, however, are available directly from South American countries, including sugar from the Argentine Republic itself.

It is said that machines for the manufacture of food pastes, and accessories, such as knives, forming plates and improved drying racks, can be sold readily in Argentina. The increasing local consumption of food pastes, such as spaghetti, ravioli, vermicelli, and gnocchi requires the continuous operation of factories in all parts of the country. Recently several shops have been remodeled and equipped with white walls and enamelled machinery, but in most cases there are no such modern appointments.

THE SECOND PRAGUE SAMPLE FAIR

The Republic of Czecho-Slovakia contains within its borders between 70 and 80 per cent of all the highly developed industries of the late Austria-Hungary Empire, but its population is only 14,000,000, as against 50,000,000 inhabitants of the former empire. Accordingly only a small part of the industrial output of the country can be consumed by its own inhabitants, and in order to provide new commercial channels and to establish direct relations between the Czecho-Slovakia producer and the foreign buyer fairs on the basis of those of Lyons and Leipzig have been organized, and are intended to be held in spring and autumn of each year at Prague.

The second Prague Sample Fair was held from February 28 to March 8, 1921. There were 2,869 applications received, but only 2,306 exhibitors could be accepted on account of the limitations of space. Of these participants 2,188 were domestic and 118 foreign. The fair was divided into eighteen sections, the gross domestic sales amounting to 459,080,080 Czecho crowns and the foreign sales to 137,095,860 crowns. As a result of the general slackness in trade, the business done at the second sample fair fell behind that of the first fair, which was held last autumn. The exhibition was visited by official representatives and by merchants from all European countries, and from China.

The third sample fair will probably be held in September of this year.

TENDERS TO SOUTH AFRICAN GOVERNMENT: CHANGE OF DATE

In *Weekly Bulletin* No. 892, dated March 7, 1921, a report appeared in regard to tenders which were invited for the construction of certain grain elevators required by the South African Railways at Cape Town, and in *Weekly Bulletin* No. 894, dated March 31, 1921, a similar notice appeared in regard to tenders for the electrification of certain lines of the South African Railways.

A cable has been received from the Canadian Government Trade Commissioner at Cape Town to the effect that the date of closing for these tenders has been extended to July 5, 1921.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railways Department, Melbourne, and by the West Australian Government Tender Board, Perth.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer file No. 26137).

Tenders in conformity to the specifications should be promptly addressed, respectively, to the Secretary, Victorian Government Railways, Melbourne, Australia, and to the Agent General for West Australia, Savoy House, Strand, London W.C.2, England.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAYS

No.	Date of Closing	Particulars
34098.	July 6, 1921.	Supply and delivery 200 hides of green enamelled leather, approximately 50 square feet each, or, alternatively, 1,200 square yards green leather substitute, as specified.
33851.	July 20, 1921.	Supply and delivery of 1,702 steel tyres to drawings and as specified.
34114.	July 20, 1921.	Supply and delivery of heavy grinding machine, as specified.

WESTERN AUSTRALIAN GOVERNMENT

53A 1921.	June 2, 1921.	Supply and delivery of 300 mild steel plates and sheets of various sizes, as specified
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New Zealand

Auckland, April 16, 1921.—Copies of tender forms and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, N.Z., for equipment required by the Public Works Department, Wellington, N.Z. These tender forms and specifications are open to inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Tenders Board, Government Buildings, Wellington, in accordance with these specifications.

No.	Date of Closing	Particulars
60/83 No. 95	August 9, 1921	Waikato Power Scheme (Auckland Line). 2,500 Suspension insulator-strings, complete with all iron-work for attaching to cross-arm and cable 1,000 Strain insulator-strings complete with all iron-work for attaching to cross arm and cable. 1,000 complete attachments for ground wire.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MAY 18, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending May 18; those for the week ending May 11 are also given for the sake of comparison:—

		Parity.	Week ending	Week ending
			May 11, 1921	May 18, 1921
Britain.. . . .	f	1.00	\$4.86	\$4.4632
France.. . . .	Fr.	1.	.193	.0934
Italy.. . . .	Lira	1.	.193	.0591
Holland.. . . .	Florin	1.	.402	.3993
Belgium.. . . .	Fr.	1.	.193	.0934
Spain.. . . .	Pes.	1.	.193	.1536
Portugal.. . . .	Esc.	1.	1.08	.1030
Switzerland.. . . .	Fr.	1.	.193	.2008
Germany.. . . .	Mk.	1.	.238	.0181
Greece.. . . .	Dr.	1.	.193	.0588
Norway.. . . .	Kr.	1.	.268	.1842
Sweden.. . . .	Kr.	1.	.268	.2643
Denmark.. . . .	Kr.	1.	.268	.2014
Japan.. . . .	Yen	1.	.498	.5432
India.. . . .	R.	1.	2s.	.2996
United States.. . . .	\$	1.	1.00	1.1200
Argentina.. . . .	Pes.	1.	.965	.8146
Brazil.. . . .	Mil.	1.	.6245	.1512
Roumania.. . . .	Lei	1.	.193	.0190
Jamaica.. . . .	f	1.	4.86	4.4772
Shanghai, China.. . . .	Tael	1.	.631	.7616
Batavia, Java.. . . .	Guilder	1.	.402	.5152
Singapore, Straits Settlements.. . . .	\$	1.	.49	.3808
Barbados.. . . .	\$	1.	1.	.92½-.95
British Guiana.. . . .	\$	1.	1.	.92½-.95
Trinidad.. . . .	\$	1.	1.	.92½-.95
Dominica.. . . .	\$	1.	1.	.92½-.95
Grenada.. . . .	\$	1.	1.	.92½-.95
St. Kitts.. . . .	\$	1.	1.	.92½-.95
St. Lucia.. . . .	\$	1.	1.	.92½-.95
St. Vincent.. . . .	\$	1.	1.	.92½-.95
Tobago.. . . .	\$	1.	1.	.92½-.95

BRAZIL'S CENTENARY EXPOSITION, SEPTEMBER, 1922

The Centenary of Brazil's Independence will be celebrated during September, 1922, by an exposition on a large scale. Foreign countries have been invited to assist, and in view of the fact that other countries are already organizing their representation, it is to be hoped that Canada will also take part.

This centennial exhibition marks the anniversary of the renunciation by Brazil of her tutelage to Portugal, and the Declaration of Independence, under the regency of Dom Pedro, which took place on the historic hillside of Ypiranga on September 7, 1822.

Concurrently with the centenary there will be held an International Historical Congress of America under the auspices of the Brazilian Historical and Geographical Institute. All countries of North and South America have been invited to co-operate and to prepare in the meantime a history of their country. The whole will be combined into one American history.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

Foodstuffs

3068. **Apples.**—A London firm ask to be placed in touch with exporters of British Columbia apples, with a view to shipment, not only to the United Kingdom, but also to China, where they have a connection.

3069. **Canned salmon.**—A Liverpool firm ask to be placed in touch with exporters of canned salmon.

3070. **Cheese and butter.**—A Bristol firm of produce brokers are desirous of securing agencies for the sale of cheese and butter.

3071. **Flour.**—A Liverpool firm desire to import Canadian flour, and ask for addresses of exporters in the Dominion.

3072. **Cheese.**—Belgian agent desires to receive quotations on Chester cheese.

3073. **Flour.**—A most important Italian firm, with branch offices at Barcelona, Trieste, Fiume, Piræus, Constantinople, and head office at Genoa, would be glad to get in touch with Canadian firm exporting flour. The firm in question expects to be able to import 50,000 tons at least per year. References.

3074. **Cheese.**—A firm of importers in Saxony desire to receive quotations for Canadian Cheshire cheese with the object of obtaining agencies for Holland and Germany. An excellent selling organization is claimed in the former country, and bank references are given.

3075. **Foodstuffs for Demerara.**—A firm of manufacturers' representatives and commercial agents in Demerara wish to obtain agencies for or to receive consignments of the following goods: potatoes, dry and pickled fish, split peas, cabbage, salt, lumber, nails, flour, canned goods, cheese, condensed milk, pickled beef and pork, oats, whisky and gin. Good connections at Demerara are claimed and references given.

3076. **Foodstuffs for Dutch Guiana.**—An importer in Dutch Guiana desires to get into touch with Canadian firms who are in a position to sell flour, split peas, hake, herring, and salmon. References furnished.

3077. **Canned fruits.**—A South African firm of commission agents, with headquarters in Cape Town, desire to represent throughout the Union territory a Canadian manufacturer of canned or bottled fruits. Full particulars, labels, and prices f.o.b. Canadian Atlantic ports requested with first letter.

Miscellaneous Products

3078. **Broom handle squares.**—A Liverpool firm offer to handle 1-inch broom handle squares in 4 feet 6 inches to 5 feet lengths, on shippers' account.

3079. **Coal.**—A Liverpool firm wish to get into touch with firms in a position to export coal to Continental points, with a view to business as demand arises from time to time.

3080. **Pulpwood.**—An English firm are open to purchase during the coming season considerable quantities of hemlock and other pulpwood. Offers are asked for c.i.f. Barrow-in-Furness and Manchester.

3081. **Antimony oxide.**—A Liverpool firm ask to be placed in touch with exporters of antimony oxide.

3082. **Asbestos, mica.**—A firm in Paris, France, desire to receive communications from Canadian producers of asbestos and mica with the object of acting as agents for same in France.

3083. **Chemicals and food products.**—Firm of importers in London who are interested in Continental trade desire to get into communication with firms who are in a position to export chemicals and food products on a large scale.

3084. **Coffin furniture and fittings.**—A South African commission agent, with headquarters in Cape Town and branch offices in leading cities, desires to get into direct touch with a Canadian manufacturer of coffin furniture and fittings.

3085. **Representation in Eastern Europe.**—A Canadian correspondent now on his way to Eastern Europe on behalf of a number of exporters in the Dominion would like to undertake the representation there of other concerns interested in those markets.

3086. **Agencies in Nicaragua.**—An importer in Nicaragua, Central America, desires to obtain agencies for Canadian producers of the following: newsprint, whisky, beer, canned goods, canned salmon, barbed wire, staples, nails, oils, grease, galvanized iron for roofing purposes, and flour. Terms, sixty days' sight. References.

3087. **Agency, New Zealand and Australia.**—A reliable firm in New Zealand, with head office in England, and having stores throughout New Zealand and Australia, are desirous of representing Canadian firms in the following lines: small hardware, fencing wire, wire netting, galvanized iron sheeting, iron staples and nails, oils (boiled and raw), motor tires, spraying machinery, agricultural implements, proprietary drugs, chemicals, fertilizers, soaps, grass seeds, canned fish, sauces, grocery lines and biscuits.

LEAKAGE OF TRADE SECRETS

A serious leakage of British manufacturers' trade secrets in foreign markets is undoubtedly rendered possible by the practice which many English firms adopt of sending to foreign banks a copy of the invoice attached to the documentary drafts for collection, says the *Times Trade Supplement*. A case has just come to light where an English firm in Spain was approached by bank clerks offering to disclose for a monetary consideration full details of the goods sold, prices, trade discounts, etc., in connection with another English firm's business. There is little doubt that similar propositions are laid before the agents of German or other foreign manufacturers competing against Great Britain. Inquiries elicited the fact that the information had been procured from invoices passing through the clerks' hands. The remedy lies with the British manufacturers themselves, because the inclusion of an invoice with the documentary drafts sent to the foreign banks is quite unnecessary. The Federation of British Industries advises its members to forward the invoices direct to their customers abroad, and thus remove an obvious source of temptation to unscrupulous bank clerks.

PROPOSED SAILING FROM MONTREAL TO WALVIS BAY, SOUTHWEST AFRICA

Messrs. Elder-Dempster & Company, Limited, Board of Trade Building, Montreal, announce that their steamer, the *Benguela*, which is expected to sail from Montreal late in June, will make a call at Walvis Bay if 300 tons of cargo can be obtained for that point at about \$30 per ton.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Montreal

TO LIVERPOOL.—*Melita*, Canadian Pacific Ocean Services, Ltd., about May 28; *Minnedosa*, Canadian Pacific Ocean Services, Ltd., about June 3; *Canada*, White Star-Dominion Line, about June 4; *Canadian Conqueror*, Canadian Government Merchant Marine, Ltd., about June 15; *Metagama*, Canadian Pacific Ocean Services, Ltd., about June 16; *Megantic*, White Star-Dominion Line, about June 18.

TO LONDON.—*Grey County*, Canada Steamship Lines, agents, about May 28; *Bolingbroke*, Canadian Pacific Ocean Services, Ltd., about June 1; *Vennonia*, Cunard Line, about June 2; *Canadian Rancher*, Canadian Government Merchant Marine, Ltd., about June 8.

TO GLASGOW.—*Tunisian*, Canadian Pacific Ocean Services, Ltd., about May 26; *Saturnia*, Anchor-Donaldson Line, about May 27; *Cassandra*, Anchor-Donaldson Line, about June 11; *Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about June 11.

TO NEWCASTLE-ON-TYNE.—*Scatwell*, Cairns-Thomson Line, about May 29.

TO AVONMOUTH DOCK.—*Concordia*, Donaldson Line, about May 15; *Turcoman* Dominion Line, about June 8.

TO MANCHESTER.—*Manchester Exchange*, Manchester Liners, about May 26; *Manchester Corporation*, Manchester Liners, about June 2.

TO BELFAST AND LONDONDERRY.—*Dunaff Head*, Head Line, about May 25; *Melmore Head*, Head Line, about May 28.

TO DUBLIN.—*Dunaff Head*, Head Line, about May 25.

TO SOUTHAMPTON.—*Corsican*, Canadian Pacific Ocean Services, Ltd., about May 27; *Scandinavian*, Canadian Pacific Ocean Services, Ltd., about June 17.

TO ROTTERDAM.—*Western Plains*, Rogers & Webb (Rob. Reford, agents), about May 25; *Lord Downshire*, Head Line, about May 28; *Haslehurst*, Rogers & Webb (Rob. Reford, agents), about May 30; *Neshobee*, Rogers & Webb Line, about June 5.

TO HAVRE.—*Montreal*, Canadian Pacific Ocean Services, Ltd., about June 18.

TO BORDEAUX.—*Georgie*, Francanda Line, about May 25.

TO NORWEGIAN PORTS.—*Drammensfjord*, Norwegian-American Line (Canadian Pacific Railway, agents), about June 25.

TO HAMBURG.—*Lord Downshire*, Head Line, about May 28.

TO ANTWERP.—*Western Plains*, Rogers & Webb (Rob. Reford, agents), about May 25; *Corsican*, Canadian Pacific Ocean Services, Ltd., about May 27; *Haslehurst*, Rogers & Webb (Rob. Reford, agents), about May 30; *Sicilian*, Canadian Pacific Ocean Services, Ltd., about June 17; *Montreal*, Canadian Pacific Ocean Services, Ltd., about June 18.

TO SOUTH AFRICA (Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay).—A steamer, Elder-Dempster Line, about June 20.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Canadian Spinner*, Canadian Government Merchant Marine, Ltd., about May 28.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO RIO DE JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Hesione*, Houston Line, about May 25; *Canadian Seigneur*, Canadian Government Merchant Marine, Ltd., about May 28.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about May 24.

TO HAVANA (CUBA).—*Canadian Miner*, Canadian Government Merchant Marine, Ltd., about May 25.

TO ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about May 27.

TO INDIA AND FAR EASTERN PORTS.—*Halesius*, Houston Lines, about May 25; *Trevorian*, British India Steam Navigation Company, about June 11.

From Quebec

TO LIVERPOOL.—*Empress of France*, Canadian Pacific Ocean Services, Ltd., about May 24; *Canada*, White Star-Dominion Line, about June 4; *Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about June 7; *Megantic*, White Star-Dominion Line, about June 18.

From Halifax

TO BRITISH WEST INDIES.—*Chaleur*, Royal Mail Steam Packet Company, about May 27.

TO ST. JOHN'S (NFLD.).—*Sable I.*, Farquhar & Co., every Saturday; *Rosalind*, Red Cross Line, about June 4.

TO WEST COAST NEWFOUNDLAND.—*Stella Maris*, Farquhar & Co., Ltd., about June 1.

From Vancouver, B.C.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, Canadian Pacific Ocean Services, Ltd., about May 26.

TO KOBE, SHANGHAI, HONG KONG, AND MANILA.—*Robert Dollar*, Dollar Line, about May 24; *Esther Dollar*, Robert Dollar Line, about June 23.

TO AUCKLAND, SYDNEY, MELBOURNE, AND ADELAIDE.—*Canadian Skirmisher*, Canadian Government Merchant Marine, Ltd., about May 30.

TO SYDNEY, MELBOURNE, AND AUCKLAND.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about June 20.

TO YOKOHAMA AND NEWCHANG.—*Canadian Highlander*, Canadian Government Merchant Marine, Ltd., about May 25.

TO KOBE, SHANGHAI, TAKU BAR.—*Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about June 20.

TO CAPE TOWN, DURBAN.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about May 30.

TO MONTREAL.—*Canadian Voyageur*, Canadian Government Merchant Marine, Ltd., about May 28; *Canadian Carrier*, Canadian Government Merchant Marine, Ltd., about June 18.

TO HONOLULU, SUVA, NEW ZEALAND, AND AUSTRALIA.—*Makura*, Canadian-Australasian Royal Mail Line, about June 4.

TO NEW ZEALAND AND AUSTRALIA.—*Wairuna*, Canadian-Australasian Royal Mail Line, about June 10.

TO YOKOHAMA, KOBE, MOJI, SHANGHAI, MANILA, AND HONG KONG.—*Arizona Maru*, Osaka Shosen Kaisha Line, about May 30.

TO YOKOHAMA AND KOBE.—*Tokushima Maru*, Nippon Yusen Kaisha, about June 1.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, Canadian Pacific Ocean Services, Ltd., about June 15.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson and L. D. Wilgress, Canadian Government Trade Commissioners, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighting, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Nudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Mexico:

Mexico, British Consul General.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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May 30, 1921

No. 904

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

U.S. Emergency Tariff : How It Affects Canada

The Movement of Dollar Exchange, 1917-1921

Summary of the Trade of Canada for March

Chinese Market for General Hardware Lines

Idle British Ships and Stagnation of Trade

Coal Strike's Effect on British Foreign Trade

Trade Inquiries for Canned Goods ; Provisions ;

Hops ; Box Shooks ; Lumber ; Clear Cedar Bolts ;

Bookbinders' Leather ; Boots and Shoes, etc. ;

Agricultural Implements ; Electrical Supplies

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)



OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, May 30, 1921

No. 904

UNITED STATES EMERGENCY TARIFF BILL PASSED BY CONGRESS

The Emergency Tariff Bill, which has been under discussion in Congress for a considerable time, passed on May 23, by the adoption by the House of Representatives of a conference report to which the Senate had previously agreed. The measure now awaits the signature of the President in order to give it legislative force. It will be effective for a period of six months. An emergency tariff measure, passed in the closing days of the last session, was vetoed by President Wilson, but the Bill was reintroduced on the opening of the present extra session of Congress.

For the most part, the changes in duty will affect only agricultural products, and it is in regard to these that Canadian interests are seriously affected, as heavy duties are imposed on certain articles at present on the free list, such as meat (all kinds), milk and cream, potatoes, live stock, wheat and wheat flour, which are imported from Canada; and increased duties are imposed on butter, cheese, apples, and flax seed, considerable imports of which are also made from the Dominion. There are also anti-dumping provisions, the enforcement of which may from time to time affect Canadian interests; and control over dye importations, originally a war measure, is to be continued.

The subjoined tables show (1) the articles which Canada has been exporting to the United States, affected by increases in duty under the Emergency Tariff Bill, and (2) articles formerly on the free list which are now to be subject to duty; together with the quantities exported to the United States from Canada in the fiscal year 1920-21, and the values thereof. The total value of the products exported from Canada to the United States, now to be subject to new or increased duties, amounted for the fiscal year stated to \$167,230,678.

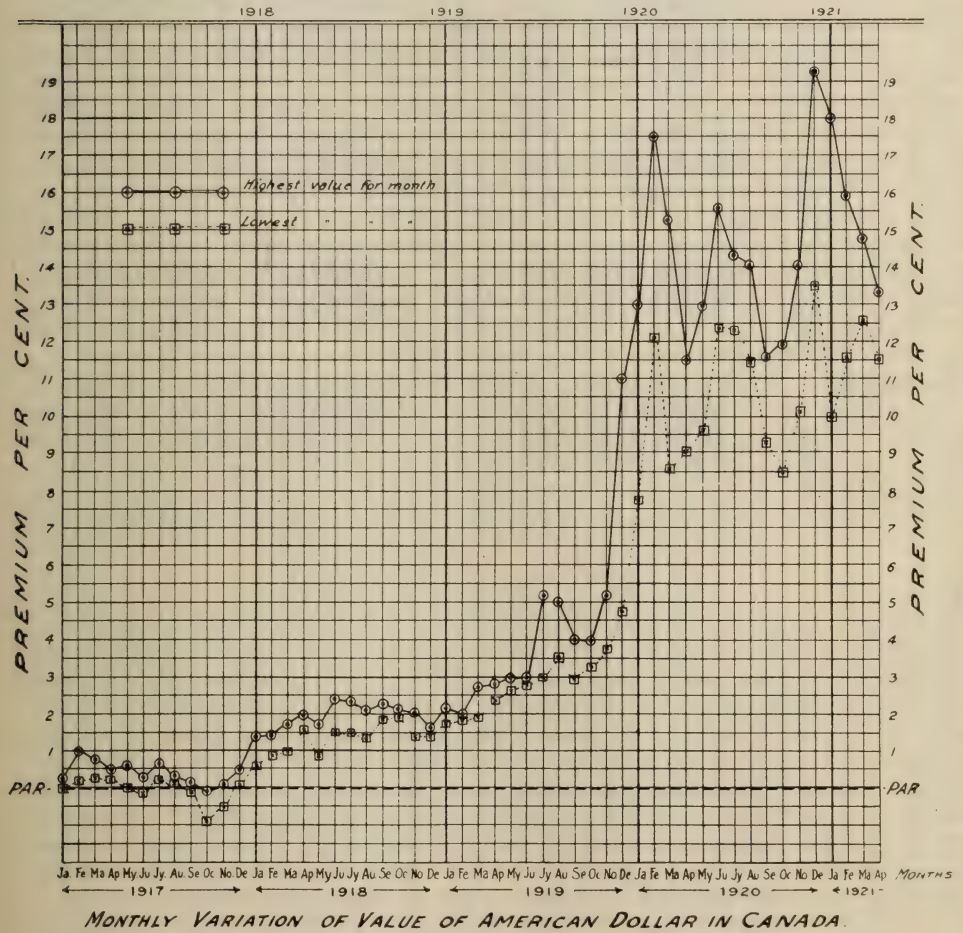
Tariff Number and Article	Rate of Duty		Exports from Canada to U.S., 1920-21	
	Present	Proposed	Quantity	Value
177 Sugars, tank bottoms, syrups of cane juice, melada, concentrated melada, concrete and concentrated molasses, testing by the polariscope not above 75 degrees and for every additional degree shown by the polariscope, in addition.....	Per pound 1 ¹¹ / ₁₆ cent	1 ¹ / ₁₆ cent	56,889,790 lb.	\$9,999,566
and fractions of a degree in proportion.....	1 ¹¹ / ₁₆ cent	1 ¹ / ₁₆ cent		
Molasses testing not above 40 degrees.....	15% ad val.	24% ad val.	883,685 gal.	95,879
Molasses testing above 40 degrees and not above 56 degrees.....	Per gallon 2 ¹ / ₄ cents	3 ¹ / ₄ cents		
ex 181 Wrapper tobacco, and filler tobacco when mixed or packed with more than 15% of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies, when mixed or packed together:—	4 ¹ / ₂ cents	7 cents		
If unstemmed.....	Per pound \$1.85	\$2.35	26,831 lb.	34,097
If stemmed.....	\$2.50	\$3.00		
195 Butter and substitutes therefor.....	2 ¹ / ₄ cents	6 cents	5,993,786 lb.	3,156,951
196 Cheese and substitutes therefor.....	20% ad val.	23% ad val.	641,950 lb.	184,883
ex 197 Beans not specially provided for.....	Per bush. 25 cents	Per pound 2 cents	12,282 bush.	53,794
208 Onions.....	Per bush. 20 cents	of 57 lbs. 40 cents		
ex 212 Flax seed.....	Per bush. 20 cents	of 56 lbs. 30 cents	1,352,815 bush.	3,490,128
ex 217 Apples.....	Per bush. 10 cents	30 cents		
48,107 brls.				171,226

Goods at Present on the "Free List"	Proposed Rate of duty	Exports from Canada to U.S., 1920-21	
		Quantity	Value \$
ex 465 Corn or maize.....	15 cents per bush. of 56 lbs.	8,616 bush.	16,692
ex 545 Fresh or frozen beef, veal, mutton, lamb and pork.....	2 cents per pound	430,142 cwt.	7,740,443
Meats of all kinds, prepared or preserved, not specially provided for.....	25% <i>ad valorem</i>	35,802 cwt.	734,531
547 Milk, fresh.....	2 cents per gallon	1,508,618 gal.	412,916
Cream.....	5 cents per gallon	1,279,195 gall.	1,987,461
Milk, preserved or condensed or sterilized by heating or other processes, including weight of immediate coverings.....	2 cents per pound	14,919,288 lb.	2,352,319
ex 581 Potatoes.....	25 cents per bush. of 60 lbs.	4,204,684 bush.	8,328,862
ex 619 Cattle.....	30% <i>ad valorem</i>	294,009 head	21,232,551
Sheep one year old or over.....	2 dollars per head	183,634 head	1,700,992
Sheep less than one year old.....	1 dollar per head		
Cattle and sheep and other stock imported for breeding purposes shall be admitted free of duty.....			
ex 644 Wheat.....	35 cents per bush.	42,324,894 bush.	91,442,298
Wheat flour and semolina.....	20% <i>ad valorem</i>	1,187,750 brls.	12,023,090
ex 650 Wool commonly known as clothing wool, including hair of the camel, angora goat and alpaca, but not such wools as are commonly known as carpet wools:—			
Unwashed.....	15 cents per pound	7,128,065 lbs.	2,094,691
Washed.....	30 cents per pound		
Scoured.....	45 cents per pound		
Unwashed wools shall be considered such as shall have been shorn from the animal without any cleaning; washed wools shall be considered such as have been washed with water only on the sheep's back or on the skin; wools washed in any other manner than on the animals' back or on the skin shall be considered as scoured wool.			
On wool and hair provided for in this paragraph which is sorted or increased in value by the rejection of any part of the original fleece, the duty shall be twice the duty to which it would otherwise be subject, but not more than 45 cents per pound.			
Wool and hair of the kind provided for above, when advanced in any manner or by any process of manufacture beyond the washed or scoured condition, and <i>manufactures of which wool or hair of the kind provided for above is the component material of chief value</i> , 45 cents per pound in addition to the rates of duty imposed thereon by existing law.			

THE MOVEMENT OF DOLLAR EXCHANGE, JANUARY, 1917, TO APRIL, 1921

The graph which is printed on the opposite page shows the price of the American dollar from January, 1917, to April, 1921, reckoned in terms of the Canadian dollar. It depicts, by means of the variations in the value of the American dollar, the price Canadians have had to pay to purchase the right to dollars in the United States. Strictly speaking, American dollars, like all foreign currencies, should be regarded as commodities, and, like the price of any other commodity, their rate or price is determined by the interaction of the demand for and the supply of exchange. The graphical method employed represents, perhaps better than a mass of figures, the history of this period when the demand outstripped the supply. Under normal conditions the fluctuations shown would have been well nigh impossible since, theoretically, in ordinary times the rate could not go higher than par by an amount greater than

the cost of exporting gold, nor lower than par by an amount greater than the cost of importing gold. But during the recent abnormal period, due to the war, the course of this exchange as recorded here has fluctuated far more widely and at times wildly. The delicate working of the exchanges has not as yet recovered its normal limits, nor have economic conditions settled sufficiently to restore the rate depicted to the regular swing of the shipping points of prewar days. Such fluctuations attend all periods of stress and strain. For example, as a Canadian bank recently pointed out to its customers, fifty-seven years ago, after the Civil War, the United States dollar, with its present soaring premium, was then itself quoted in Toronto at 40 cents.



"COMBINATION POST PACKAGES" NOW PERMISSIBLE TO MEXICO

Postmasters are informed that "combination packages" which comply with section 96, page 23, Canada Official Postal Guide, 1920, may now be accepted for transmission to Mexico.

SUMMARY OF THE TRADE OF CANADA: MONTH OF APRIL AND TWELVE MONTHS ENDED APRIL, 1921.

(Compiled by External Trade Division, Dominion Bureau of Statistics)

Main Groups	Month of April, 1921				Twelve Months ending April, 1921			
	From United Kingdom		From United States		From United Kingdom		From United States	
	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$
<i>Imports for Consumption</i>								
Vegetable Products.....	20,418,741		6,583,946	7,514,947	260,264,581		42,032,840	119,594,258
Animal Products.....	3,492,289		257,491	2,772,245	59,078,376		4,894,664	41,922,839
Fibres and Textile Products.....	9,196,301		3,459,300	4,079,479	225,907,263		101,971,970	94,681,386
Wood, Wood Products and Paper.....	2,821,664		271,952	2,432,446	56,423,077		3,251,665	51,237,737
Iron and its Products.....	11,490,033		962,347	10,447,524	238,551,703		16,754,203	219,723,812
Non-Ferrous Metal Products.....	2,663,056		222,710	2,319,639	53,674,395		6,475,437	44,272,881
Non-Metallic Mineral Products.....	9,688,729		630,665	8,206,469	206,949,801		9,029,190	188,870,375
Chemicals and Allied Products.....	262,342		1,149,174	1,149,174	35,240,542		5,841,745	25,758,419
All other Commodities.....	3,351,039		871,209	2,652,131	71,089,256		16,593,178	49,131,452
Total Imports, 1921.....	65,310,847		13,521,962	41,574,054	1,207,178,994		207,654,892	835,103,159
1920.....	98,290,735		19,811,884	62,994,325	1,108,563,629		140,989,994	821,183,635
1919.....	54,255,229		5,184,521	42,908,008	895,285,841		72,868,332	726,176,527
<i>Exports (Canadian Produce)</i>								
Vegetable Products.....	17,196,690		7,379,967	7,154,083	485,366,103		144,520,754	149,547,015
Animal Products.....	7,265,753		3,466,590	3,105,122	186,930,527		91,565,503	74,508,973
Fibres and Textile Products.....	732,170		57,711	262,938	16,423,817		2,244,158	6,931,054
Wood, Wood Products and Paper.....	10,845,255		304,850	9,333,948	280,893,053		35,220,985	214,073,112
Iron and its Products.....	2,537,552		343,445	318,731	73,659,104		16,210,048	18,810,692
Non-Ferrous Metal Products.....	1,356,982		437,994	495,804	44,378,941		9,698,202	28,731,750
Non-Metallic Mineral Products.....	1,365,848		351,659	616,751	39,480,553		3,101,281	22,056,628
Chemicals and Allied Products.....	1,062,640		25,258	925,277	19,618,708		3,055,491	12,178,857
All other Commodities.....	917,845		64,749	762,287	32,337,244		6,819,192	12,954,026
Total Exports, 1921.....	43,280,735		12,432,223	22,974,951	1,179,088,050		312,435,614	539,792,107
1920.....	53,356,386		12,839,530	25,487,300	1,228,358,325		471,936,247	465,890,479
1919.....	64,489,159		30,055,930	32,625,004	1,209,771,313		535,926,560	452,039,056
<i>Exports (Foreign Produce)</i>								
Totals, 1921.....	794,975		35,935	712,551	19,545,280		1,407,961	16,634,345
1920.....	2,514,113		11,774	2,457,175	46,897,150		5,839,660	37,879,197
1919.....	2,783,574		979,595	1,679,912	54,118,289		21,062,186	23,649,715

IDLE BRITISH SHIPPING AND TRADE STAGNATION

TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, May 11, 1921.—The prolonged trade depression of the past nine months has had a very serious effect upon the employment of British shipping, and this has been greatly intensified by the effects of the coal strike, which has now reached its forty-first day.

Returns just completed show that, in thirty-six of the principal ports of the United Kingdom, no fewer than 1,160 ships, representing 1,707,262 net tons, are "laid up," and out of commission indefinitely. At the end of January last the slump which had overtaken British shipping then was the worst experienced in the past twenty or thirty years. This was due chiefly to the drop in freights, the heavy running costs, the dearth of export coal cargoes and foreign shipping competition. At that time in the thirty-six ports referred to there were laid up 614 vessels representing 940,564 tons. With March there had come distinct signs of an improvement for shipping, which owners prepared to take advantage of. The coal strike, however, operated as a set-back, and hundreds of the vast fleet of idle vessels, that would otherwise have been employed in carrying exports abroad and returning with essential imports, have been condemned to inaction. It is therefore to be feared that, very shortly, the effects will be reflected in a marked shortage of certain food commodities and of materials required for manufacturing purposes.

The total net tonnage of British vessels cleared with cargoes at the whole of the United Kingdom ports in 1920 was 23,408,613, and the total number of British vessels engaged in the foreign mercantile carrying trade was 4,000. The relative proportions of the number of vessels laid up during April, and which may be laid up for an indefinite period, taken into consideration with these figures, indicate a trend of affairs towards general stagnation in all branches of commerce, and a steady increase in the hundreds of thousands of unemployed in all branches of industry.

AMERICAN COAL FOR UNITED KINGDOM PORTS

There is reported to be a considerable quantity of American coal on the water for United Kingdom ports, and steamers have been chartered in the United States to load for this country at 31s. to 35s. per ton. Some doubt exists, locally, however, as to whether the loading may not be interfered with by sympathetic labour action across the water. In this country, the dockers have definitely refused to unload foreign coal, and their stand has been backed up by the railwaymen, who declare that they will not handle any foreign or even sea-borne Welsh coal discharged by volunteer effort. In spite of this, however, the Government is proceeding with arrangements to handle coal for vital public services by non-union labour, but will not touch commercial coal.

The sale of American coal is being pushed in Ireland, where advertising and newspaper articles are being extensively used to create a market. American coal interests have opened offices in Dublin. Two coal cargoes, one for Belfast and the other for Dublin, are officially announced as on the way. The Irish transport workers are raising no objection to the handling of foreign coal.

COAL FOR CONTINENTAL POINTS

In view of the coal strike, Liverpool exporters to Continental points have made inquiries as to the possibility of securing quotations on Canadian coal for shipment to various Continental points. The names and addresses of inquiring firms may be obtained from the Commercial Intelligence Service of the Department of Trade and Commerce, Ottawa.

EFFECT OF THE COAL STRIKE UPON BRITISH FOREIGN TRADE

TRADE COMMISSIONER HARRISON WATSON

London, May 12, 1921.—Although the depressed condition of the trade and industry of this country were referred to in the recent review of the foreign trade of the United Kingdom during the first quarter of the present year, which was published in *Weekly Bulletin* No. 902, page 787, the position has been rendered so much worse by the paralyzing effect of the coal strike, which has lasted since the end of March, that it is interesting to learn its result on overseas trade, as indicated by the April trade returns.

Bad as these are, there must be worse to follow, because the period actually covered by the April figures does not include the whole of the month, and the blow dealt to business by the strike which still continues is intensified from day to day as one factory after another is obliged to close down, swelling the already large masses of the unemployed, while railway and other transportation facilities are being steadily curtailed. Indeed it is difficult to recall a time when the general position was worse in almost every direction.

The figures, together with those for April, 1920, and March, 1921, are as follows:—

	April, 1921	April, 1920	March, 1921
Imports..	£89,995,504	£167,154,309	£93,741,654
Exports (British)..	59,867,585	106,251,692	66,808,961
Re-exports	8,523,662	20,407,419	8,888,005
Total..	£158,386,751	£293,813,420	£169,438,620

While the falling-off from the already decreased figures for March, even allowing for the fact that there were two working days extra in April, is not very alarming, comparison with a year ago shows the true nature of the catastrophe which has overtaken British foreign trade, the decreases in value being 46.1 per cent in imports, 43.6 per cent in British exports, and 58.2 per cent in re-exports.

It is true that April, 1920, coincided with the peak of the trade boom, but after taking into consideration this, and also the substantial decrease in values during the twelve months, there has been a disastrous slump, equally shared by all branches.

Examination of the classified statement of the Board of Trade for the two years shows that the heaviest declines were in directions of vital importance to British trade, namely, imports of raw materials and exports of manufactured goods:—

Imports

	April, 1921	April, 1920	Decrease	Per cent
Food, drink and tobacco.. . . .	£52,907,686	£57,362,485	£ 4,464,799	7.8
Raw materials.. . . .	16,546,919	71,587,196	55,040,277	76.9
Manufactures.. . . .	20,373,756	38,050,140	17,676,384	46.5

British Exports

	£ 3,729,132	£ 3,958,867	£ 229,735	5.8
Food, drink and tobacco.. . . .	2,935,716	12,194,255	9,258,539	70.6
Raw materials.. . . .	52,018,563	88,688,915	36,670,352	41.3
Manufactures.. . . .				

An important contributor to this result is the great reduction in the imports of raw cotton, which fell from 2,034,820 centals in April, 1920, to 553,886 centals last month; this in value representing £29,699,818 against £2,960,424, owing to the fall in prices.

Upon the other side of the ledger, exports of coal, as might be anticipated, dropped from 1,995,895 tons in April, 1920, to 606,548 tons in the corresponding

month of 1921, valued respectively at £7,838,082 and £1,309,817. Indeed, it is rather remarkable that such a large quantity was sent out.

The shrinkage in manufactured goods was general, the principal items, however, being: cotton yarn and twist from 11,100,200 pounds in April, 1920, to 8,852,700 in April, 1921; cotton piece goods from 423,818,300 square yards to 186,760,700 square yards; linen piece goods from 10,718,300 to 2,757,500 square yards; woollens from 17,579,200 to 6,249,100 square yards; worsteds from 7,818,200 to 3,926,200 square yards, and iron and steel from 269,499 tons to 160,133 tons.

EXTENT OF FALLING-OFF IN IRON AND STEEL PRODUCTION

Regarding iron and steel, the ability of Continental and also American firms to produce and sell almost all varieties at prices far below the range of British manufacturers under existing conditions, had already substantially decreased output, so that the coal strike must be regarded rather in the light of a coup de grace.

The position is exemplified by a statement issued to the press by the National Federation of Iron and Steel Manufacturers, showing that while in September last the production of pig iron was 741,000 tons and of steel 885,000 tons, the output had fallen in March to 386,000 tons and 359,000 tons respectively.

A slight recovery in demand at the end of that month was completely stifled by the coal strike, with the result that production in April amounted to only 60,300 tons of pig iron and 68,000 tons of steel. The figures for April, 1920, were respectively 671,000 tons and 794,000 tons.

TRADE BY COUNTRIES DURING THE FIRST QUARTER

As statistics of trade by countries during the first quarter of the year are included in the April trade returns, the figures showing transactions with a number of selected countries, compared with the same period in 1913 and 1920, are appended:—

TABLE SHOWING TRADE OF THE UNITED KINGDOM—i.e., Imports, Exports (the produce of the United Kingdom) and Re-Exports (the produce of foreign countries and other portions of the British Empire)—with the countries indicated, for the first three months of the years named:—

		1913	1920	1921
Canada:	Imports	£4,682,413	£14,904,655	£11,054,045
	Exports	5,877,751	7,688,259	5,912,955
	Re-exports	995,473	1,689,966	445,463
	Total	£11,555,637	£24,262,880	£17,412,463
Australia	Imports	£11,468,948	£28,655,154	£25,647,346
	Exports	9,239,027	9,091,883	15,466,321
	Re-Exports	867,245	992,776	695,952
	Total	£21,575,220	£38,739,813	£41,809,619
New Zealand:	Imports	£7,018,473	£13,426,778	£13,313,703
	Exports	2,780,785	4,011,632	5,677,086
	Re-Exports	241,619	205,015	177,363
	Total	£10,040,877	£17,643,425	£19,168,152
Union of South Africa:	Imports	£3,981,972	£7,620,082	£3,869,094
	Exports	5,613,856	9,926,553	9,520,989
	Re-Exports	467,783	623,806	327,260
	Total	£10,063,611	£18,170,441	£13,717,343
British India:	Imports	£11,910,831	£31,345,923	£16,424,688
	Exports	17,091,505	35,680,717	35,803,912
	Re-Exports	453,341	641,281	863,325
	Total	£29,455,677	£67,667,921	£53,091,925

TABLE SHOWING TRADE OF THE UNITED KINGDOM, ETC.—*Concluded*

		1913	1920	1921
France:	Imports.	£11,902,872	£19,271,599	£13,018,068
	Exports	7,508,753	40,923,491	13,766,155
	Re-Exports	2,971,519	15,876,002	2,329,513
	Total.. . . .	£22,383,144	£76,071,092	£29,113,736
Belgium:	Imports.	£6,077,064	£12,000,773	£9,809,785
	Exports	3,538,659	14,969,667	5,282,768
	Re-Exports	1,821,479	6,601,076	1,769,370
	Total.. . . .	£11,437,202	£33,571,516	£16,861,923
Italy:	Imports.	£2,273,145	£5,440,681	£2,230,572
	Exports	3,856,711	10,761,974	7,928,748
	Re-Exports	257,098	1,862,519	454,257
	Total.. . . .	£6,386,954	£18,065,174	£10,613,577
Germany:	Imports.	£19,220,284	£4,123,021	£8,023,745
	Exports	9,076,560	4,690,024	4,130,479
	Re-Exports	5,886,295	6,431,865	5,747,314
	Total.. . . .	£34,183,139	£15,244,910	£17,901,538
Sweden:	Imports.	£2,377,888	£9,083,481	£5,291,908
	Exports	1,779,853	9,773,263	2,849,650
	Re-Exports	333,687	1,193,619	406,470
	Total.. . . .	£4,491,428	£20,050,363	£8,548,028
Norway:	Imports.	£1,908,709	£5,134,324	£3,573,635
	Exports	1,454,650	7,647,221	4,172,070
	Re-Exports	159,149	335,062	166,907
	Total.. . . .	£3,522,508	£13,116,607	£7,912,612
Holland:	Imports.	£5,603,523	£ 6,920,062	£9,453,086
	Exports	3,901,718	11,223,139	7,364,569
	Re-Exports	1,450,594	4,076,019	2,026,651
	Total.. . . .	£10,955,835	£22,219,220	£18,844,306
Denmark:	Imports.	£5,489,046	£6,363,232	£8,773,682
	Exports	1,532,550	9,716,653	2,856,907
	Re-Exports	119,969	1,108,022	264,925
	Total.. . . .	£7,141,565	£17,187,907	£11,895,514
United States:	Imports.	£39,180,803	£186,113,576	£84,334,264
	Exports	7,421,568	20,961,431	11,255,297
	Re-Exports	9,702,978	24,937,837	6,107,773
	Total.. . . .	£56,305,347	£232,012,844	£101,697,334
Argentina:	Imports.	£10,845,000	£28,532,739	£20,039,540
	Exports	5,231,809	7,959,351	10,232,605
	Re-Exports	193,084	155,879	127,480
	Total.. . . .	£16,269,893	£36,647,969	£30,399,625

CHINESE MARKETS FOR CANADIAN HARDWARE

TRADE COMMISSIONER J. W. ROSS

Shanghai, April 30, 1921.—The extent and value of the Chinese markets for general hardware is difficult to determine for the reason that there is no record kept of the trade. Chinese Customs returns do not make separate returns of the imports of hardware, but all are classed as Iron and Steel "manufactures of." As yet the market is uncertain and, particularly in the interior, undeveloped.

It must be constantly borne in mind that China is not an industrial country. The great majority of native industries are those of a domestic nature, and the tools which are in use by workmen are mostly of home manufacture. A Chinese carpenter uses his own form of axe or hatchet which also serves him as a hammer, his own kind of saw and planes, and his own rules and measures. In the interior nails are still manufactured by hand, and scissors, razors, and choppers in the same way. The domestic requirements of hardware in a Chinese household of the middle or lower classes are meagre in the extreme, often consisting of two or three cooking pots and a chopper, the latter being the universal instrument for all culinary purposes. Vegetables are peeled and chopped by its aid, fish are scaled and cleaned, and meat chopped by means of this instrument. Knives and forks are not employed in any house, high or low, but are always to be found in native hotels. Chop sticks are in universal use; these with some bowls and cups constitute the table requirements of an ordinary Chinese family. Nevertheless it should be pointed out that China is a country of 400,000,000 people, and even in small articles great quantities of foreign hardware in the aggregate must be consumed. Everywhere one goes in the towns and cities in the interior, there will be found many shops in which hardware of some sort is for sale. These are usually small articles such as hooks, foreign nails, brass screws and tacks, screws, padlocks, etc.

OPENING FOR A WHOLESALE HOUSE

The trade in general hardware in China is very badly organized or not organized at all, but is still conducted on the methods of a quarter of a century ago. Every foreign firm in China with very few exceptions imports hardware, and through their compradores and selling shroffs this is sold to the small native dealers. In this way there are scores of foreign importers of hardware in China. In Shanghai alone there are hundreds of shops, small and large, in which hardware is sold. Every furniture store and every grocer and general storekeeper sells hardware, and in addition numerous ship chandlers and exclusive hardware shops. But with all this there is no proper wholesale or jobbing house exclusively confining its business to hardware, and there should be an excellent opening in Shanghai for such a business. The present importers bring in hardware along with the many other lines in which they are engaged—piece goods, soap, leather, machinery, whisky or anything—consequently the trade receives no special representation.

RETAIL TRADE

The retail trade in hardware, as in most other lines of goods in China, is in the hands of native dealers, and as has been pointed out, hardware in many shops is mixed in with many kinds of goods. There are, however, some native shops in which hardware is exclusively sold. On the Broadway, Shanghai, will be found a number of native metal and hardware dealers, many of them in a large way of business and carrying heavy stocks.

FUTURE OUTLOOK

The present-day condition of the hardware trade is no index of what the future will have to offer. Industrial enterprises in China must soon be put under way.

Railways must be built, and agricultural methods vastly improved, if China is to make any headway at all, and the hardware trade must also expand through the needs of those enterprises.

Broadly speaking, there is some demand in China for almost everything which is usually classed as hardware. The demand in some lines, however, must for a long time be only casual, and would not be sufficient to justify a dealer in carrying stocks. This is true of building hardware of a high-priced and artistic nature, for a demand for this class could only exist in Shanghai and two or three other cities.

CLASSIFICATIONS OF HARDWARE

As the term Hardware includes such an extensive list of articles, it has been thought well in making a report upon the trade to classify the different sorts of hardware, as follows:

- I. Hardware, General.
- II. Heavy Hardware and Metals.
- III. Machinery and Equipment.

I.

General Hardware

ABRASIVES

Emery wheels come in three grades: fine, medium and coarse. The medium grade being the most in demand, sizes range from $\frac{3}{4}$ x 8 inches to 2 x 12 and 2 x 14 inches. The greater quantity comes from England, but the United States also furnishes a fair number of these wheels.

Corundum wheels are also used to a certain extent; these are of the same sizes as emery wheels, and mostly come from England.

EMERY CLOTH

There is quite a large demand for emery cloth in all the China markets. Before the war German emery cloth was held in much favour by the trade in this country, and was considered superior to any other, but as cloth of German manufacture cannot at present be had, Great Britain is now the principal source of supply. American cloth is also on the market, but prices are higher than similar goods of English manufacture, so the latter country is furnishing the bulk of the demand. German emery cloth has a reddish colour, which is preferred by the Chinese.

SAND PAPER

German-made sand paper is preferred in this country to the paper of either British or American manufacture. Japanese sand paper is also on the market, but is much inferior in quality to that of other countries. British and German manufacturers quote the same prices for paper of all grades, coarse or fine, but the United States quote different prices according to the size or gauge.

GRIND STONES

Very few grind-stones are imported into China. The Chinese have never used this form of grinding for sharpening their tools, so that it is only in foreign machine shops and works under foreign control that grind-stones are employed. The sizes in greatest demand range from $2\frac{3}{4}$ x 16 inches to 6 x 44 inches. Prices are usually quoted by the pound weight.

AXES AND HATCHETS

While the Chinese workmen and carpenters make great use of the axe by which much of the shaping of wood is done,—in fact for many kinds of work it is the only tool in use—yet foreign-made axes and hatchets meet with a very small demand, for the reason that it is quite a different instrument from the Chinese axe. The latter is smaller and much heavier, the heel being very thick, rapidly passing into the blade, which is capable of being made very sharp. The foreign axe is not the right shape, is too light in weight, and has a long handle which is not desired.

ALUMINIUM WARE

Aluminium ware for kitchen and other utensils is much too expensive for general use or much sale in China. It is therefore only in the families of the more wealthy people and the houses of a few foreign residents in this country that such utensils are to be found. The demand is accordingly very small, due entirely to the relatively high cost.

BRASS GOODS

For hundreds of years Chinese workmen have been skilled in the manufacture and casting of articles in brass, and brass pieces are to be found in all the towns and cities of China. These consist of incense burners, candle sticks, images, and ornaments of many kinds. In each of the thousands of temples throughout the country are to be seen brass incense burners and other articles, many of which must be of very ancient workmanship. Therefore it has not been difficult to find workmen ready to adapt their skill towards the manufacture of modern articles in this metal, consequently brass signs, railings for banks and office buildings, grills, etc., can be produced to any pattern required, by native workmen.

BRASS VALVES

Brass valves for steam-fitting and plumbing requirements are still practically all imported, and the trade is annually expanding. Shipbuilding, which has attained to such an importance in Shanghai, Hong Kong and elsewhere, has created a demand for increased supplies of brass valves, cocks and taps. The expansion of industrial operations has also called for brass couplings, joints, valves, etc., and as yet they are not manufactured in China. The United States pattern of valves is preferred by some people, as they are only about one-half the weight of English-made valves.

BRASS BOLTS, RODS, WIRE GAUZE

Brass bolts are being manufactured in China at prices 40 per cent under those of the imported article. A small demand exists for brass rods ranging from sizes $\frac{1}{2}$ to 2 inches and 18 feet in length. Some brass and copper tubing is also imported and is principally used for steam fitting. Brass wire gauze is in demand. The extension of the flour-milling industry is the cause of this, for it is almost entirely used in flour mills. Brass wire gauze mostly comes from England, and is 32 to 80 gauge.

BUILDING HARDWARE

Building hardware—including as it does everything from steel bars for reinforcing concrete, and expanded metal for ceiling and partitions to the smallest articles, such as bolts and hinges—is a growing business in China, and generally speaking a higher class of goods is being demanded particularly from the larger cities. It should, however, be pointed out that the extent of this business in no manner corresponds to the amount of building construction going on in China at all times. Many thousands of native houses are in course of erection in all parts of the country, in interior cities, and even in the native quarters of all the large centres, in the con-

struction of which practically no foreign hardware will at all be used, as even the nails and hinges and the locks may be of native hand-made work. A purely native house requires very little foreign-made hardware. It is the great increase in the construction of middle class houses built in the foreign style but for Chinese occupancy, not only in the Treaty Ports but also throughout interior points, which is causing the demand for a fairly good quality of building hardware at the present time. As many of the different articles which are generally known as building hardware will be referred to separately, it is only necessary to state that the more well-to-do Chinese, when now building new residences, are adopting the foreign style of house pretty generally, and are more and more departing from the barn-like structures, cold and uncomfortable, which have been in vogue as Chinese houses for many generations. Observing the greater conveniences and comfort of the foreign style of residence, the Chinese, whenever they can afford to do so, will without doubt continue to erect these, and therefore the demand for building hardware must greatly increase each year. Factory buildings and mills, which are being put up in all parts of the country, also demand large quantities of building hardware. The erection of many new and modern office buildings in Shanghai and elsewhere, and Government buildings in different parts of the country, and the fitting up of banks and offices, has created a demand for the higher and more artistic lines of building hardware to a certain extent. This applies to hinges, door knobs and locks, door checks, electric light and other fixtures.

BATHROOM FITTINGS

High-class plumbing is now coming into general use in Shanghai and the larger ports, and modern bathrooms with porcelain tubs and other fittings are to be found in all the principal hotels and best houses, consequently there is a fairly large demand for baths and basins, as well as plumbing requisities of the latest designs.

BARBED WIRE

No great demand exists in this country for barbed wire. Chinese farm holdings are very small, and no attempt is ever made to divide them off or separate them from their neighbours by any form of fence. Boundary stones are all that mark the dividing line between one farm and another, and a wire fence does not at all fulfil the Chinese idea of a wall, to which they are most partial. In respect to the grazing of sheep and cattle, this is all done on hillsides and vacant lands, and the flocks are always under the care of children and old men and women, as in all Eastern countries.

BRACES AND BITS

It is very difficult to induce the Chinese workman to change his method of boring holes by the adoption of foreign braces and bits. The Chinese style of tool consists of a round wooden shaft, in one end of which is placed not an auger but a drill. A piece of rope is wound round this shaft of wood, by means of which it is made to revolve back and forth. In this manner and at the expenditure of about four times the necessary time and labour, a hole in the wood is eventually bored, but the Chinese still stick to their methods, and consequently there is very little demand for foreign braces and bits.

CABINET AND FURNITURE HARDWARE

As the Chinese are expert cabinet makers, and all the furniture which is in use is manufactured in this country, a demand exists for cabinet furniture of all kinds, such as drawer pulls, and handles, hinges, locks, etc. Such goods now enter this market from England, United States, Germany, Italy and Japan. Door knobs and handles are furnished in porcelain, brass and bronze.

CARRIAGE LAMPS

Since the coming of the motor car into its present general use, the demand for first-class carriages with lamps has greatly diminished, so that at the present day exceedingly few carriage lamps are required. The sort of carriage lamp mostly in demand in China is for one-horse Victorias; this lamp is of rather small size, not very elaborate in design, and is fitted to burn a candle. Very grand pair-horse carriages are not to be found in this country.

BUCKETS, GALVANIZED IRON

A fairly large quantity of galvanized iron buckets is annually imported into China. Germany formerly supplied a large portion of the demand, and England had a share of the trade. The United States has recently, however, got into this market with manufactures of this line on account of slow delivery from Europe. A flat rather than a round handle is preferred. Galvanized iron buckets do not need to be packed in cases, but come quite safely when nested, six in a bundle, and securely wired.

CHISELS

As is the case with all cutting tools, the Chinese carpenter uses those of home and hand manufacture, made by the local blacksmith, from tool steel and old files or some other hardened steel. A Chinese workman is not very particular and does not demand a great range of tools with which to do his work, and he makes one chisel do where three or four would be needed by a foreign carpenter. The most popular size of chisel is one inch, and smaller sizes are also in demand. They are imported without handles.

COLD CHISELS

The Chinese carpenter also appears quite willing to go on using his own styles of home-made cold chisel that he has always done. He can buy one for about half the cost of the imported article, and this means a good deal to him. Accordingly only a few are imported.

CHAINS

About the only use to which chains are put in China is in connection with boats, Chinese junks and shipping. The chains used by the Chinese themselves are all made by native workmen, who also make the anchors used upon Chinese junks. Foreign shipping and the various shipbuilding and dock companies use imported chains which are all supplied by Great Britain, and this is the only demand.

DIAMOND GLASS CUTTERS

A few diamond glass cutters, probably about 1,000, are imported into China every year, coming now mostly from England and formerly from Germany.

DIE PLATES

A few dozen die plates and taps for machine screws and nut-threading are imported each year. These are mostly for use in the foreign machine shops connected with the shipbuilding and dock and engineering companies.

DRAW KNIVES

Scarcely any foreign draw knives are imported. A Chinese blacksmith will make a copy of any foreign style, and produce it at a much lower cost than the imported article, so that only a few of the latter are sold.

DRAWING AND MAP-MAKING INSTRUMENTS

Quite a fair lot of drawing instruments find a market in China each year. These come in sets in boxes of various sizes and prices. Many small sets are imported for the use of students in the numerous schools and colleges of the country, so that in the aggregate the demand is quite large. All the stationery and book stores and school books publishing houses furnish these goods. All countries contribute a portion of the demand.

ENAMELLED WARE

A considerable and increasing demand for enamelled ware exists in all the China markets. The patterns in greatest demand consist of wash basins, jugs, cups, plates, tea kettles, chambers, cuspidors, spoons, etc. A Chinaman when he travels carries his own wash basin with him, for Chinese hotels and inns are not provided with such conveniences. Austria, Germany and Japan before the war had practically all of this trade, and since the war Japan has succeeded to the business of the two former countries. The quality is the very cheapest possible, and many of the articles are highly decorated, with gaudy flowery designs. Others come in pale pink, deep blue, and plain white. The quality of enamelled ware produced in Canada is far too good for the China market, and could not be sold at the price the quality would demand. To obtain any of the China trade in enamelled ware a special cheap quality would need to be manufactured, in order to compete with countries now holding the trade. A certain small demand exists among the foreign residents in China for granite ware of good quality, meat roasters, boilers, saucepans, and other cooking utensils being the articles mostly required.

ELECTRICAL FITTINGS

Electrical fittings should probably not be classed under hardware, for it is a special line which is not generally sold in hardware stores, but in shops which are confined to this trade. The general extension of electrical development has created a large demand for electrical equipment of every description, and in China the trade is very active, and almost anything demanded by other countries is also in demand in this. Electrical fittings of all kinds are required, also wiring, cables, switches, plugs, insulations, door bells, etc. A large demand also exists for fans, both desk and ceiling, as such are universally in use during several months of the year. With the further extension of electrical installations throughout the cities of China, this trade will probably greatly increase in the future.

FILES

Large quantities of files are imported into China every year. This is an article which the Chinese are not able to produce themselves in any way to compete in quality with imported files. It is estimated that foreign files to the value of about \$100,000 are imported each year. Great Britain completely controls this market. All the large files in use are of English manufacture, but some of the smaller sizes are the product of other countries, principally the United States and Germany.

GLASS: WINDOW AND PLATE

The trade in glass in China is a large business. The demands from the four chief ports, including Hongkong, amount in all to between 400,000 and 500,000 cases per year. Belgium for many years preceding the war was the great source of supply of window glass; during the war it was found very difficult to obtain supplies, and what was imported came from England, the United States and Japan. Belgium will again without doubt regain this trade—in fact Belgium glass is now coming into this market in large quantities. With the adoption of modern construction of shops and stores, plate glass is yearly increasing in demand. Recent supplies have mostly come from

England. Mirror glass, plate and other, is also in considerable demand. Glass shipments whenever possible should be made by water, for rail transportation and handling are very destructive to this class of cargo.

GIMLETS

The pattern of gimlet preferred by the Chinese carpenter has an auger-like point and not the screw-like point usually seen. There is, however, a very small demand for gimlets, for the Chinese prefer to use their own style of tools for boring holes.

HAIR CLIPPERS

Since the movement to remove the queue began in China, great quantities of hair clippers have been in demand. When the movement first took place hundreds of dozens were imported. Many were sold as low in price as \$1 Mexican each, and they came from England, Germany, the United States and Japan. They are now being manufactured in China, so that only a fraction of the number in use are now being imported.

HAMMERS

A considerable number of hammers of different kinds are annually imported into China, for all the foreign machine shops and shipyards and railway shops furnish their workmen with imported hammers adapted to the different forms of work. The styles of hammer in greatest demand are as follows:

- (a) Adze-eye nail hammers, plain face. 16 and 20 oz., with handles attached.
- (b) Riveting hammers, forged steel. 18 and 24 oz., with handles attached.
- (c) Machinists' ball pein hammers. 8 oz., to 1 lb., 1½ lb., 2 lbs., with handles attached.
- (d) Striking or drilling hammers, for blasting and mining.
- (e) Blacksmiths' sledges and spiking hammers for use on railway construction.

HARNESS AND SADDLERY

A limited demand for harness and saddlery exists in all the China markets. This business is, however, not now of nearly the extent it was in past years. This is due to two causes, the chief of which is the popularity of motor cars in comparison with horse carriages. The second reason is that Chinese harness makers are to be found in every treaty port, and while some high-class saddlery is occasionally imported, all the ordinary harness can be made locally. English styles entirely prevail, and all the fittings such as bits, buckles and rings and other materials are supplied from England.

HINGES AND BUTTS

A very large business is done in this line every year. Thousands of gross of English brass-plated hinges, 1 to 3 inches, are annually imported, and American steel butts are brought in very large quantities. Orders for 35,000 to 50,000 dozen, in order to obtain heavy discount, are not uncommonly placed by the native dealers. Swedish-made butts are also upon the market, they are the exact pattern of those of American manufacture, and can compete in price with the latter.

HOOKS: TINNED AND JAPANNED GATE HOOKS

Tinned and japanned gate hooks are imported in fairly large quantities. English manufacturers hold this trade, for the reason that the hooks are well finished and can compete in price with those of any other country. The sizes mostly required are 2½, 3, 3½ and as high as 12 and 14 inches.

COAT HOOKS

Coat hooks of all styles and patterns are in active demand. Coat hooks are to be found in every shop. Many are produced in plated brass, and some are made in combination and made to revolve; these are used in wardrobes. Others are only made of wire, and are japanned or plated with brass or copper. Several thousand gross are annually imported.

ORNAMENTED COAT HOOKS

The demand for ornamental coat hooks is also considerable. These are usually of brass or brass plated and are fitted with porcelain tips. Several hundred gross per month of this style of coat hook are imported. These hooks were principally supplied by continental countries before the war—Germany, Austria, Italy and France—but now come chiefly from England.

HOOP IRON

Large quantities of hoop iron are imported into China every year. This is used for the baling of the numerous exportable commodities which are sent abroad from China each year. Hides and skins, cotton cloth, raw silk, goat skins, etc. The annual importation amounts to about 7,000 tons, and is practically all supplied by the United States and Great Britain. English hoop iron comes in bundles of one hundredweight (112 pounds), and the American in coils of one continuous piece. This latter form is preferred by the press packing companies; nevertheless Great Britain supplies two-thirds of the imports.

KNIVES: POCKET

English and German and some Swedish pocket knives are the only kinds to be found in the shops in China, and those of British manufacture greatly predominate. The Germans made the mistake of sending to this market pocket knives of very inferior quality, at a low price, so that the Chinese think all German knives are of poor quality. Japanese pocket knives are also upon this market, but are not considered to be any better than those of Germany.

KNIVES FOR PLANES

The Chinese make the wooden part of their planes themselves, but they buy the knives. There is quite a large demand for such knives, and they are imported from England, France and Germany.

LANTERNS

The lantern in China is almost a national institution, for no one thinks of going abroad at night unless accompanied by a servant carrying a lantern. The badly lighted towns and cities, and the dangerous condition of the streets with broken pavements and open drains, make this precaution necessary. In the multitude of towns and villages of the country the kind of lantern in use is one made of paper which can be bought for a few cents, and is lighted with a short piece of candle. It is evident that this style of lantern, although used by the million in China, cannot serve all the purposes for which a lantern is required, consequently many thousand foreign-style lanterns, made of metal with a round glass globe, are imported every year. The great use to which foreign lanterns are put in China is upon junks and boats upon the numerous rivers, canals, and streams of the country. If left to themselves the Chinese would never display any lights upon their river craft, but to save expense would take the chance or trust to luck that nothing would run into them or they into anything, during the night. This carelessness has been the cause of so many serious accidents in harbours and rivers, that the Chinese Customs authorities have passed strong regulations respecting native boats showing a light at night, so that foreign lanterns to burn kerosene have come into great use within recent years.

Before the war Austria and Germany furnished nearly all of the lanterns imported, but at present the United States and Japan have the bulk of the trade. The lanterns mostly in use are the kind known in Canada as Hurricane lanterns, and several thousand dozens are annually imported. They come mostly in tin, but the Germans also supplied them in bronze and brass-plated metal. Two points worthy of attention in the Austrian lanterns, which the Chinese prefer over the American, are, the wires encircling the globe should go all round and not merely cross each other obliquely, the other is the mode of packing. American lanterns are packed one dozen in a box, and the Austrians and Germans 3 to 5 dozen in each box. The Chinese prefer the larger size box, as it is easier to keep track of in shipping into the interior.

LEVELS

Spirit levels meet with a fair demand, for the Chinese have no instrument of their own quite of this character. Sizes in greatest demand are 8 and 10 inches.

LOCKS

A large demand exists in China for locks of all kinds. These extend from old-fashioned door locks, either morticed or for the outside of the door, to the most modern spring locks with a multitude of keys. American manufacturers are at present the strongest competitors for this business, and are securing the bulk of the trade. This is due to the ingenuity of their designs, and the general neat and well-finished appearance of their locks. A certain large American manufacturing firm of lock-makers are very much in evidence in China. They are extensive advertisers in all the chief ports, and keep their own salesman resident in Shanghai.

PADLOCKS

Padlocks of every description are to be found in the different shops in Shanghai and elsewhere. The Chinese are very partial to this style of lock and use it on their boxes, etc., in preference to their own kinds. Padlocks of the latest design, fitted with two or three keys, can be bought at astonishingly low prices in all Chinese shops. No statistics of the trade are available, but several thousand gross of padlocks are annually imported.

PAINTS AND PAINT OILS

Practically all the paints and lead imported into Shanghai, and presumably into the other ports of China, are of English manufacture. Paints are imported in base colours ground in oil, red, green, yellow, blue, and black being the order of relative importance. The Chinese painters prefer to mix their oil and turpentine to suit themselves. Ready-mixed paints are not in demand, but there would seem to be no reason why a certain amount of trade should not be worked up in paints of this class. White lead and zinc are almost entirely of English manufacture. The c.i.f. cost of white lead before the war was about \$5 Canadian currency per cwt. A higher grade of white lead and zinc costs \$8 to \$8.50 Canadian currency per cwt. c.i.f. There is a large demand in all Eastern markets for distempers for washing walls, for wall paper is not in vogue. Marine paints and rust preventives for ships' bottoms have also a large sale. Coach and other varnishes are also in demand to a limited extent.

PIPES AND FITTINGS

Large quantities of pipes and tubes and pipe fittings are annually required in China. These include wrought iron and galvanized steam, and water pipes, and boiler tubes. Cast iron soil pipes for water-works and gas companies, etc., are also imported in considerable quantities. The greater portion of the above formerly came from England, but since the war the United States and Japan have been furnishing nearly all the demand.

Total imports of iron and mild steel pipes and tubes in 1919 were 19,158 short tons, valued at over \$2,000,000 Canadian currency. This trade was fairly equally divided between the United States and Japan in that year, only 1,000 tons coming from Great Britain.

PIPE CUTTERS

Pipe cutters of the three-wheel design are in demand, and those of England and the United States are about the only ones at present in this market. Before the war pipe-cutting machines from Germany could be obtained at about half the cost of an English machine, and such will probably again appear on the market before long. In the meantime American machines have appeared at a little less cost than the English, and are well liked, so that the latter country is now securing a fair share of the demand. Sizes mostly required are from $\frac{1}{4}$ to 2 inches.

PLATED WARE (See Silver Plate)

PLIERS

Pliers of various kinds are in demand, and probably a couple of thousand dozen are annually imported into this country. Heart pliers in sizes 5 to 7 inches, assorted, with nickel jaws, formerly came from Germany, but are now obtained in England. The American article is too dear.

RAZORS

Razors are in comparatively small demand in China, for the natives still use razors of home manufacture. The market for imported razors is therefore confined to the needs of the foreign population. English and German razors hold the market. Safety razors are coming more into use each year. However, the market for any kind of razor is not great.

RULES

When working for his own people the Chinese carpenter calculates upon the Chinese foot, which is longer by about two inches than the foreign foot, but when working on foreign specifications he must use modern measurements. Therefore all Chinese carpenters must provide themselves with a foreign rule. Carpenters' rules come almost entirely from England. They are made in the following sizes when closed, $1-1\frac{1}{4}-1\frac{1}{2}$ inches. English rules are better finished than those made in the United States. Steel rules for machinists' use also mostly come from England.

SAFES AND VAULTS

The demand for foreign-made safes and vaults is increasing in China. Formerly only a few modern safes with combination locks were to be found in this country, but great use was made of strong rooms rather than safes. What appears to be required in China are safes that are known to be fire-proof; far more valuable documents than cash would likely be kept in such receptacles. English patterns of safes still prevail, which are very much less elaborate than those of American manufacture, and many are not fitted with combination locks. The idea is that fire rather than burglars is most to be feared.

SAWS

Extremely few foreign-style carpenters' rip and split saws are imported into China. A Chinese carpenter hesitates to pay the cost of a foreign saw when he can obtain a native one at less than a fourth of the price of the former. All Chinese saws are made on the buck-saw principle: that is, they are all mounted on a frame, and the saw kept taut by a twisted cord. The carpenter makes the frame himself, so has only to buy the blades of the different kinds required. It is not likely that a native carpenter will soon change his style of saw for the foreign article; the difference in

the cost will cause him to still stick to the customary kind. Hack-saw blades for cutting metal and very hard wood are in great demand. A short blade of 12 inches is preferred.

SASH LOCKS AND PULLEYS

As the windows of foreign-style houses in China are all constructed in the French pattern, to open on hinges, and all extend to the floor, there is no demand for pulleys or weights, but there is quite a large demand for door and window fasteners. The style known as the Cremona Bolt, to operate inside of the window only, is in universal use. These are furnished in iron and brass and ornamental bronze, and are fitted with either knobs or lever handles. This style of door fastener comes chiefly from England, and is in great demand in all the ports of China.

SHELF BRACKETS

Only a small demand exists for shelf brackets, for they are seldom to be found in Chinese houses, nevertheless all the shops carry them in stock, and sales will no doubt increase with time, when the Chinese become more familiar with them.

SCREW-DRIVERS

Over 1,000 gross of screw-drivers are imported into China each year. The larger sizes range from a 5-inch to 8-inch blade. Many small screw-drivers are supplied on cards of one dozen. Nearly all the screw-drivers imported into China before the war came from Germany.

SCISSORS

Very few foreign scissors are used in China. There are special shops engaged in selling scissors, which are made out of old horse-shoes imported for this purpose, from abroad. Chinese scissors are about half the price of imported ones, and the people prefer their own kind.

SHOVELS AND PICKS

The extent of the demand for imported shovels largely depends upon the amount of railway construction and other public works under way at the time, for it is only in such undertakings that shovels are much in use in China. The Chinese in their own work make very little use of the shovel or spade, and never break up their land with this instrument, but instead they use a sort of hoe or mattock with teeth, very heavy and strong. With this instrument they break up the soil for seeding, and make excavations and do similar work. The earth so broken up is raked into baskets which are made in the form of a scoop, and is carried away by coolies, the baskets being suspended from a pole carried on the shoulder, as everything is carried in China. But a fair number of shovels are required for railway construction and in public works and in all municipalities under foreign control.

The following are the specifications calling for tools of this class, for the Shanghai Municipal Council last year, which gives a fair outline of the kinds of shovels required in this market.

- a. Solid cast steel navy shovel, $10\frac{1}{2}$ x $12\frac{1}{2}$ inches, with 28-inch riveted eye.
- b. Cast steel square shovel, 14 x 12 inches with 28-inch riveted eye.
- c. Solid steel navy picks, 10 lbs. each, solid eye. Diamond pointed, 30-inch point to point.
- d. Solid steel navy picks, 7 lbs. each, solid eye. Diamond pointed, 24-inch point to point.
- e. Steel mattocks, 7 lbs., width of hoe, 4 inches.
- f. Steel rakes, turned over ends with 12 riveted teeth.
- g. Steel rakes, turned over ends with 8 riveted teeth.
- h. 7-inch riveted Dutch hoes.
- i. 6-inch riveted trowels.
- j. Solid steel digging spades, $11\frac{1}{2}$ by $7\frac{1}{2}$ inches.

SHOVELS AND PICK HANDLES

Tool handles are needed for all foreign tools, for the Chinese do not understand how to produce handles of the style required, nor is suitable wood for this purpose to be obtained in China.

SHELF HARDWARE

Finishing Nails.—Increasingly large quantities of finishing nails are imported into China each year. Nails having a fluted edge, and which are made in France, are in greatest demand. Some of the large native dealers quite frequently place orders for a ton or more of this style of finishing nails.

Rivets.—Iron, brass and copper rivets to the value of about \$100,000 Canadian currency are annually imported. These mostly come from England and the United States. Although English prices are a little lower, the trade is equally divided.

Screws.—The demand for screws of different kinds in all the markets of China is annually increasing. Total imports probably amount to about \$150,000 Canadian currency. Orders for as many as 20,000 gross are not infrequently placed. England furnishes by far the greater portion of the demand. English screws appear to be more uniformly perfect than those of any other country.

Screw Eyes.—No great demand exists for screw eyes, but they are held in stock in all the stores and can always be obtained in bright steel and brass in the usual sizes.

Tacks.—German tacks are the most popular in the China markets, for the reason that they are of a brighter blue colour than the tacks of any other country. It is estimated that about 100 tons of tack per year are imported into this country.

Stove Bolts.—Large quantities of stove bolts are required in China, and many thousand gross are annually imported. Sizes in greatest demand are 1, 1½, 1½ and 2 inches, and all ½-inch diameter. The manufacture of cheap heating stoves, particularly in North China, is becoming a large business. Stove bolts are also in demand by rickshaw builders and repair shops. Native blacksmiths are unable to turn out bolts as small and neat as the foreign imported bolts.

SILVER PLATED WARE

In Chinese Customs returns Cutlery and Electro-Plated Ware are classed under one heading, and the total imports of both combined in 1919 only amounted to \$350,000 Canadian currency. From this it will be seen that this trade is relatively not very great. Within recent years Japan has furnished to China about 50 per cent of such goods, and the United States and Great Britain the other 50 per cent.

TAPE MEASURES

Tape measures of 50 feet in length are in demand, and mostly come from England. Quite a number of German tapes are also imported, and while they are cheaper than those of English manufacture, they are poorer in quality.

TOOLS

In respect to the quality of the tools demanded by the Chinese, it is to be stated that those of the first quality would be regarded as being too dear for this market. The great success in the sale of German tools in this country has been due to their cheapness. The Chinese are not too particular as to the finish of an article, and too great neatness does not appeal to them, but they are powerfully influenced by the cost of anything, and a few cents difference in the price will decide them to take the cheaper article.

TROWELS

A very few foreign trowels of 6-inch blade are imported. The Chinese have a trowel of their own design which they have learned how to use and prefer it to any of a foreign make.

TRANSOM LIFTERS

Scarcely any transom lifters are ever imported into China. All the fan lights over doors are of the French pattern, and consist of two small windows which open on hinges and are closed by a bolt in the centre.

VICES

A fair number of blacksmiths' vices are imported each year, and as China further advances in industrial development, more will be required. There is nothing special to note upon this article. What is chiefly required is that the vice will be strong and not expensive.

WRENCHES

Wrenches of the various kinds are always required, and with the introduction of more machinery and vehicles each year, more will be needed. Monkey wrenches of different sizes are in demand, and small nickel-plated wrenches for bicycles and rickshaws are also asked for.

WIRE CLOTH

Wire cloth for screens is required in China, and the trade is fairly active, for mosquitos are a very great pest in all parts of the country. About 1,000 rolls of 100 feet in length and 3 feet wide are annually imported. The Chinese prefer a bright and rather light green colour, to the green of a darker shade.

[Mr. Ross has transmitted with this report a comprehensive series of photographs of styles of hardware which sell in China, copies of which may be obtained by interested Canadian manufacturers on application to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.]

NEW TRADE MARK LAW OF JAPAN

Mr. A. E. Bryan, Canadian Government Trade Commissioner at Yokohama, Japan, has transmitted a translation of the New Trade Mark Law of Japan passed at a recent meeting of the Diet.

Mr. Bryan writes that while the chief points of importance in the new law are the same as in the old, namely, that the granting of a patent is based on priority of registration and not on priority of user as is the case in Canada, yet there are many minor changes to be noted, the chief among which is that the penalties for those who pirate trade marks, and for those who do not abide by the provisions of the law, have been greatly increased all around. The fees have been increased for registration of trade marks from yen 20 to yen 30, while renewals will now be charged yen 50 instead of yen 20 as formerly. Another difference to be noted is that a request for the trial of any person who has contravened the provisions of this law may be made at any time within five years of the breach. The time limit was formerly three years.

Copies of the above translation are on file at the Department of Trade and Commerce, Ottawa, where they may be consulted on application to the Director, Commercial Intelligence Service.

THE SECOND BRUSSELS FAIR

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, May 7, 1921.—The second Brussels Commercial Fair was opened on April 4 with the usual ceremony. Burgomaster Max, of Brussels, in his inaugural address, stated that the number of stands had been doubled as compared with last year, and that the fair was now classed as amongst the most important in Europe. As at last year's event, German goods were excluded.

Mr. Max urged Belgian manufacturers to take part in foreign fairs, and especially urged the importance of instituting, at such fairs abroad, a central Belgian bureau of information, at which complete data of Belgian representation would be available. This bureau would not only be able to illustrate the industrial activities of the country, but would at the same time direct attention to its picturesque natural features.

In this connection, it is interesting to note that the Canadian exhibit was exactly along the lines indicated by the Burgomaster of Brussels. The Canadian booth had a unique location. Situated directly opposite the new Panorama d'Yser, by Emile Wauters—a huge circular which was visited by 36,250 visitors—the word CANADA, printed in bold letters, attracted large crowds. In the windows were shown photographs of Canadian industrial scenes, Niagara power development, the lumber industry, vast herds of Canadian cattle, fisheries, a Nova Scotia apple harvest, gold mining, etc. Within were shown eleven large panoramas of Canadian cities, some of them eight feet long. A panel of photographic enlargements gave an idea to visitors of Canadian scenery, which awakened much favourable comment. So much for display.

In response to an appeal published in the *Weekly Bulletin*, many large Canadian manufacturers forwarded catalogues which were prominently displayed. Nearly two hundred of these were available. As a result, a considerable number of inquiries were received, and these appear in this issue of the *Bulletin*, pages 882, 883. No Canadian firms were directly represented.

A brochure of twenty-one pages, printed in French, attractively illustrated, was distributed. This contained general information regarding Canadian industry and commerce, with particular stress on products of interest to Belgium. This booklet referred interested parties to the office of the Canadian Government Trade Commissioner for farther information.

In order that Canadian firms may have an opportunity of consulting the trade literature and the illustrations of the foreign goods shown, a set of foreign catalogues and leaflets containing illustrations of products in general use in Belgium was collected and classified. These have been sent forward to the Exhibits and Publicity Bureau of the Department of Trade and Commerce, Ottawa, where they are at the disposal of interested firms.

As to the results of the fair, it is difficult to give an estimate at present. If numbers are any indication, its success was greater than that of the former fair. The stands increased from 1,602 to 2,291, and the stalls covered an area of 29,500 as against 19,500 square metres at the first fair. Twenty countries were represented. Ninety-four British firms had stands, and in the opinion of the representative of the Federation of British Industries, did considerable business. About 200,000 visitors were recorded. The figures of business transacted are never available until some time after the fair, but it is not to be expected that, at such a time of industrial crisis and falling prices, coupled with the exchange situation, that the business will approach that of last year. Indeed, owing to these circumstances, the fair must be considered more this year as an exhibition than otherwise.

While such fairs are not always a success—and, indeed, the opinion is often expressed that they are being overdone at present on the Continent—yet the opinion may be expressed that perhaps something could be made of an annual international fair in Canada, well advertised abroad—a fair which would attract exhibits and

buyers from abroad and result in that personal knowledge of and confidence in Canadian firms which is necessary to permanent foreign trade. Nearly every foreign manufacturer who exhibits at such a fair is a potential buyer of materials and machinery.

CANADA-WEST INDIES TRADE AGREEMENT ADOPTED BY BARBADOS

A cablegram from Mr. E. H. S. Flood Canadian Government Trade Commissioner at Barbados, B.W.I., dated May 19, states that the legislature passed the Canada-West Indies Trade Agreement on the 18th of May, with a steamship subsidy of £4,000.

NO CONSULAR REGULATIONS GOVERNING EXPORTS TO JAVA

The Acting Consul General of the Netherlands, New York, in a recent letter advises that there are no consular regulations to be complied with in shipping goods from any country to Java. He adds also that there are no laws or regulations in the Netherlands East Indies respecting merchandise marks other than those in defence of the registered trade marks.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MAY 25, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending May 25; those for the week ending May 18 are also given for the sake of comparison:—

		Parity.	Week ending May 18, 1921	Week ending May 25, 1921
Britain	£	1.00	\$4.86	\$4.4525
France	Fr.	1.	.193	.0958
Italy	Lira	1.	.193	.0613
Holland	Florin	1.	.402	.3997
Belgium	Fr.	1.	.193	.0959
Spain	Pes.	1.	.193	.1528
Portugal	Esc.	1.	1.08	.1001
Switzerland	Fr.	1.	.193	.2003
Germany	Mk.	1.	.238	.0188
Greece	Dr.	1.	.193	.0632
Norway	Kr.	1.	.268	.1782
Sweden	Kr.	1.	.268	.2629
Denmark	Kr.	1.	.268	.2006
Japan	Yen	1.	.493	.5426
India	R.	1.	.28.	.3005
United States	\$	1.	1.00	1.1131
Argentina	Pes.	1.	.965	.7903
Brazil	Mil.	1.	.8245	.1516
Roumania	Lei	1.	.193	.0203
Jamaica	£	1.	4.86	4.4636
Shanghai, China	Tael	1.	.631	.7430
Batavia, Java	Guilder	1.	.402	.3868
Singapore, Straits Settlements	\$	1.	.49	.5148
Barbados	\$	1.	1.	.923-.943
British Guiana	\$	1.	1.	.923-.943
Trinidad	\$	1.	1.	.923-.943
Dominica	\$	1.	1.	.923-.943
Grenada	\$	1.	1.	.923-.943
St. Kitts	\$	1.	1.	.923-.943
St. Lucia	\$	1.	1.	.923-.943
St. Vincent	\$	1.	1.	.923-.943
Tobago	\$	1.	1.	.923-.943

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, BRANTFORD, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

Foodstuffs

3088. **Canned apple pulp.**—A London firm wish to get into touch with Canadian packers of canned apple pulp not already represented in Great Britain.

3089. **Flour, canned goods, etc.**—A Canadian now established in London, who has previously travelled in Canada in the interests of an important manufacturer, is desirous of securing the agency for the United Kingdom of Canadian producers of flour, canned goods, and similar staple lines. Canadian references.

3090. **Oatmeal, rolled oats.**—A firm of flour and grain importers in Scotland wish to get into communication with millers of oatmeal and rolled oats who are prepared to correspond with them with a view to business. Samples of all grades should be supplied with first letter and prices quoted c.i.f. Glasgow or other British port. References given.

3091. **Oats, split peas, and potatoes.**—A firm in Georgetown, Demerara, British Guiana, ask to be introduced to firms in Canada exporting oats, split peas, and potatoes.

3092. **Flour.**—A firm in Georgetown, Demerara, British Guiana, desire a selling agency for a Canadian flour mill.

3093. **Oats, linseed meal.**—A well-established firm of commission agents in Port-of-Spain, Trinidad, with branch offices in British Guiana, and with travellers visiting Barbados, the Windward and Leeward islands, and Dutch Guiana, desire to represent Canadian exporters of oats and linseed meal (cattle food). First-class references.

3094. **Cheese.**—A Belgian importer wishes to get quotations on Canadian cheese.

3095. **Grain.**—Belgian importer desires to enter into relations with Canadian grain exporter with a view to business after decontrol of grain.

3096. **Cheese, milk.**—A Belgian importer wishes to receive offers of cheese and evaporated and condensed milk.

3097. **Alimentary products.**—A Belgian importing company are anxious to open relations with Canadian exporter of food products.

3098. **Hops.**—A Japanese concern located in Tokyo would be glad to receive samples and prices of Canadian hops used in the manufacture of beer. Particulars as regards prices, amount available, possible shipments, etc., are requested immediately.

Wood Products

3099. **Box shooks.**—A Manchester firm, with London offices and large provincial connections, wish to represent a good company manufacturing box shooks to specifications forwarded from time to time.

3100. **Box shooks.**—A Manchester firm are open to purchase 500 sets of boards in spruce as per a specification which may be obtained on application to the Director, Commercial Intelligence Service, Ottawa, on quoting above number.

3101. **Box shooks.**—A Manchester firm are open to purchase box shooks as per specification which may be obtained on quoting above number from the Director, Commercial Intelligence Service, Ottawa.

3102. **Clothes pegs.**—A Manchester manufacturers' agent asks for addresses of Canadian manufacturers of wooden clothes pegs.

3103. **Lumber.**—A firm in Georgetown, Demerara, British Guiana, who cover most of the West Indian islands, write that they are in a position to place orders for Canadian lumber if made representatives for some leading concern.

3104. **Clear red cedar bolts.**—One of the most important and best-established concerns in the Orient dealing in lumber is in the market for clear red cedar bolts, 7 feet long, to contain not less than 350 feet board measure.

3105. **Clear white cedar bolts.**—The concern mentioned above would be glad to receive offers on white cedar bolts of the same specifications required in the case of red cedar bolts.

3106. **Clothes pins.**—A Belgian importer desires to receive prices and samples on round clothes pins $4\frac{1}{2}$ inches long.

3107. **Wooden beads.**—A Belgian importer wishes to receive quotations on wooden beads.

Leather Goods

3108. **Bookbinders' leather, leather substitute, etc.**—A Yorkshire firm, claiming a connection throughout Great Britain, France, and Scandinavia, are anxious to get into touch with Canadian manufacturers of bookbinders' leather and cloth, leather substitute, and leather for clothing purposes, for which they wish to act as agents upon a commission basis.

3109. **Bookbinders' leather.**—A London firm of bookbinders would like to receive samples and prices of grained leathers from Canadian tanners.

3110. **Children's boots and sandals.**—A firm of leather factors and importers in Manchester, England, desire to be placed into communication with manufacturers of children's boots and sandals.

Miscellaneous Products

3111. **Insulating materials.**—A Spanish engineer visiting Brussels Fair wishes to receive literature and offers on fibre, mica, micanite, ebonite, and all electric insulating material.

3113. **Agricultural implements, etc.**—A Belgian importer, representing well-known English dog biscuit manufacturers, wishes to receive offers from Canadian exporters of agricultural implements, preserves, meats and jams.

3114. **Electric supplies and fixtures.**—A Belgian manufacturer wishes to receive quotations and catalogues on electric supplies and fixtures.

3115. **Paints and varnishes.**—A Belgian commercial agent wishes to receive particulars of Canadian paints and varnishes for export.

3116. **Representation in Belgium.**—Belgian manufacturers' agent desires to represent Canadian firms. References available.

3117. **Precious stones.**—A firm of lapidaries in Birmingham wish to secure a Canadian source of supply of peridots and similar precious and ornamental stones, and invite offers from producers.

3118. A commission merchant of Havana, Cuba, wishes to represent and get in touch with Canadian manufacturers and exporters of the following products: coals; railroad materials; sugar-mill supplies; construction materials; chemical products; paints and varnishes. References.

3119. **Asbestos, rubber goods, and belting.**—Present representative in Scotland of large United States manufacturers of rubber articles desires to acquire instead agency for asbestos goods of every description, rubber goods, and belting manufactured by Canadian firms—agency to be not only for Scotland, but also for re-export.

3120. **Representation in England.**—A business man with fourteen years' Canadian experience is returning to England shortly and desires the representation of one or more manufacturers who anticipate extending their business overseas. References.

3121. **Piping.**—A firm of engineering agents in Johannesburg inquire for 15,000 feet of 4-inch black screwed and socketed piping (Stewart & Lloyds' standard thread), weight to be 8.3 pounds per foot, and capable of standing pressure of 300 pounds per square inch, coated inside and outside with Dr. Angus Smith's solution; also for 100 4-inch sluice valves, with socket ends and cap tops, gunmetal spindles, etc. Prices f.o.b. Canadian Atlantic port or c.i.f. Cape Town, and particulars as to shipment, possible date of delivery after receipt of order, terms of payment, etc.

PROPOSED SAILINGS FROM CANADIAN PORTS*

Subject to change without notice

From Montreal

To LIVERPOOL.—*Canadian Mariner*, Canadian Government Merchant Marine, Ltd., about June 1; *Minnedosa*, Canadian Pacific Ocean Services, Ltd., about June 3; *Canada*, White Star-Dominion Line, about June 4; *Canadian Conqueror*, Canadian Government Merchant Marine, Ltd., about June 15; *Metagama*, Canadian Pacific Ocean Services, Ltd., about June 16; *Megantic*, White Star-Dominion Line, about June 18; *Victorian*, Canadian Pacific Ocean Services, Ltd., about June 24; *Vedic*, White Star-Dominion Line, about June 25.

To LONDON.—*Bolingbroke*, Canadian Pacific Ocean Services, Ltd., about June 1; *Canadian Rancher*, Canadian Government Merchant Marine, Ltd., about June 8; *Cornish Point*, Furness Line, about June 10; *Vennonia*, Cunard Line, about June 10; *Venusia*, Cunard Line, about June 17; *Bosworth*, Canadian Pacific Ocean Services, Ltd., about June 18; *Canadian Raider*, Canadian Government Merchant Marine, Ltd., about June 22; *Verbania*, Cunard Line, about June 24.

To GLASGOW.—*Cassandra*, Anchor-Donaldson Line, about June 11; *Pretorian*, Canadian Pacific Ocean Services, Ltd., about June 15; *Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about June 24.

To CARDIFF AND SWANSEA.—*Canadian Harvester*, Canadian Government Merchant Marine, Ltd., about May 31; *Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about June 25.

To HULL.—*Cornish Point*, Furness Line, about June 10.

To NEWCASTLE-ON-TYNE.—*Cairnvalona*, Cairns-Thomson Line, about June 12.

To AVONMOUTH DOCK.—*Turcoman*, Dominion Line, about June 8; *Lakonin*, Cunard Line, about June 10; *Cornishman*, Dominion Line, about June 22.

To MANCHESTER.—*Manchester Corporation*, Manchester Liners, about June 2; *Manchester Division*, Manchester Liners, about June 16.

To BELFAST.—*Melmore Head*, Head Line, about June 6; *Carrigan Head*, Head Line, about June 16.

To DUBLIN.—*Lord Antim*, Head Line, about June 300.

To SOUTHAMPTON.—*Scandinavian*, Canadian Pacific Ocean Services, Ltd., about June 17.

To LEITH.—*Cairnvalona*, Thomson Line, about June 12; *Cairndhu*, Thomson Line, about June 19.

*These sailings are not complete, but are compiled from lists of prospective sailings supplied by shipping companies.

TO ROTTERDAM.—*Lord Downshire*, Head Line, about June 6; *Merrymount*, Rogers & Webb Line, about June 16; *Fanad Head*, Head Line, about June 28.

TO HAVRE.—*Montreal*, Canadian Pacific Ocean Services, Ltd., about June 18.

TO BORDEAUX.—*Kamarima*, Francanda Line, about June 25.

TO NORWEGIAN PORTS.—*Drammensfjord*, Norwegian-American Line (Canadian Pacific Railway, agents), about June 25.

TO HAMBURG.—*Lord Downshire*, Head Line, about June 6; *Fanad Head*, Head Line, about June 28.

TO ANTWERP.—*Western Plains*, Rogers & Webb (Rob. Reford, agents), about May 25; *Corsican*, Canadian Pacific Ocean Services, Ltd., about May 27; *Hazlehurst*, Rogers & Webb (Rob. Reford, agents), about May 30; *Scandinavian*, Canadian Pacific Ocean Services, Ltd., about June 17; *Montreal*, Canadian Pacific Ocean Services, Ltd., about June 18.

TO SOUTH AFRICA (Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay).—*Benguela*, Elder-Dempster Line, about June 25.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Durham*, New Zealand Shipping Co., Ltd., about June 15; *Canadian Commander*, Canadian Government Merchant Marine, Ltd., about June 25.

TO RIO DE JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Canadian Explorer*, Canadian Government Merchant Marine, Ltd., about June 23; *Halesius*, Houston Lines, about June 25.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about June 14.

TO HAVANA (CUBA).—*Canadian Adventurer*, Canadian Government Merchant Marine, Ltd., about June 14.

TO ST. JOHN'S (NFLD.).—*Mapledawn*, Canadian Steamship Lines, Ltd., about June 3; *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about June 22.

TO INDIA AND FAR EASTERN PORTS.—*Hyanthes*, Houston Lines, about June 1; *Trehawke*, British India Steam Navigation Company, about June 11.

BARBADOS, TRINIDAD AND DEMERARA.—*Canadian Beaver*, Canadian Government Merchant Marine, Ltd., about June 7; *Canadian Gunner*, Canadian Government Merchant Marine, Ltd., about June 21.

From Quebec

TO LIVERPOOL.—*Canada*, White Star-Dominion Line, about June 4; *Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about June 7; *Megantic*, White Star-Dominion Line, about June 18; *Empress of France*, Canadian Pacific Ocean Services, Ltd., about June 21.

From Halifax

TO BRITISH WEST INDIES.—*Chignecto*, Royal Mail Steam Packet Company, about June 10.

TO ST. JOHN'S (NFLD.).—*Rosalind*, Red Cross Line, about June 4.

TO WEST COAST NEWFOUNDLAND.—*Stella Maris*, Farquhar & Co., Ltd., about June 1.

From North Sydney

TO ST. JOHN'S, NEWFOUNDLAND.—*Sable I.*, Farquhar & Co., Ltd., every Saturday.

From Charlottetown, P.E.I.

TO NEWFOUNDLAND.—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about June 1 and 22.

From Vancouver, B.C.

To MONTREAL.—*Canadian Carrier*, Canadian Government Merchant Marine, Ltd., about June 18.

To HONOLULU, SUVA, NEW ZEALAND, AND AUSTRALIA.—*Makura*, Canadian-Australasian Royal Mail Line, about June 4.

To NEW ZEALAND AND AUSTRALIA.—*Wairuna*, Canadian-Australasian Royal Mail Line, about June 16.

To SYDNEY, MELBOURNE, AND AUCKLAND.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about June 20.

To KOBE, SHANGHAI, TAKU BAR.—*Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about June 20.

To KOBE, SHANGHAI, HONG KONG, AND MANILA.—*Robert Dollar*, Dollar Line, about May 24; *Esther Dollar*, Robert Dollar Line, about June 23.

To YOKOHAMA AND KOBE.—*Tokushima Maru*, Nippon Yusen Kaisha, about June 1.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, Canadian Pacific Ocean Services, Ltd., about June 15.

CANADIAN PACIFIC OCEAN SERVICES TO THE FAR EAST

Reports from headquarters of the Canadian Pacific Railway Company indicate that the former German twin-screw steamer *Prinz Friedrich Wilhelm*, which was purchased by them from the British Admiralty and has now been renamed the *Empress of China*, will be in operation on the trans-Pacific route within the near future. The *Empress of China* is a vessel of 17,082 gross tons, length 589.9 feet, breadth 68.3 feet, depth 38.6 feet, and is capable of developing a speed of 18 knots per hour. Space has been provided on this steamer for 1,000 measurement tons cold storage.

The addition of this steamer, and the *Empress of Canada*, which will also be put on the Pacific run in the near future, will enable the Canadian Pacific to give a regular fortnightly service between Vancouver and China, Japan, and the Philippine islands.

IMPORT REGULATIONS OF THE ISLAND OF GRENADA

The Colonial Secretary, Grenada, has forwarded a copy of new regulations which will govern the entry of goods under the British preferential tariff as provided for in the 1920 Canada-West Indies Trade Agreement. The principal feature of these regulations is the certificate of origin required to accompany shipments from Canada in order to entitle them to the 33½ per cent preference. The certificate of origin and other requirements are similar to those adopted by Trinidad, and which were published in full in *Weekly Bulletin* No. 881, December 20, 1920. Uniform invoice requirements have now been adopted by British Guiana, Trinidad, British Honduras, and Grenada. Copy of a leaflet containing these regulations may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

NEW PACKING SUGGESTION

(*Industrial South Africa*)

In view of the world-wide prevalence of pilferage of goods in transport, a suggestion recently made by the shipping department of the Federation of British Industries will be very welcome. The department proposes that goods should be packed in wire netting, the parcels being formed into bales as usual with hoop iron bands on the outside. With this arrangement the parcel would have to be entirely opened up before any article could be extracted, and it is reckoned that the delay and difficulty of this process would seriously discourage pilfering. The extra cost and weight involved would be trifling in comparison with the additional protection afforded.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson and L. D. Wilgress, Canadian Government Trade Commissioners, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile: Valparaiso, British Consul General.	Peru: Lima, British Vice-Consul.
Colombia: Bogota, British Consul General.	Portugal: Lisbon, British Consul.
Ecuador: Quito, British Consul General. Guayaquil, British Consul.	Spain: Barcelona, British Consul General. Madrid, British Consul.
Egypt: Alexandria, British Consul General.	Sweden: Stockholm, British Consul.
India: Calcutta, Director General of Commercial Intelligence.	Switzerland: Geneva, British Consul.
Mexico: Mexico, British Consul General.	Uruguay: Monte Video, British Vice-Consul.
Panama: Colon, British Consul. Panama, British Vice-Consul.	Venezuela: Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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June 6, 1921

No. 905

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Foreign Branch Services of Canadian Banks
Shipments of Canadian Cattle to Liverpool
Market for Canadian Peaches in Great Britain
Reduction in Fresh Fish Supplies in England
New Budget of the Union of South Africa
New Zealand's Imports from Canada, 1920-1921
Italy's Present Social and Economic Condition
Tariff Changes: U.S., Spain, Holland and Japan
Trade Inquiries for: Flour; Canned Goods;
Linseed Cake; Doors; Maple Blocks; Sleepers

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

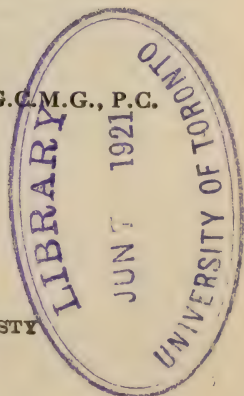


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa

Ottawa

Monday, June 6, 1921

No. 905

THE CANADIAN EXPORTER AND HIS BANKER

CONTRIBUTED BY H. P. HARRISON, INSPECTOR, FOREIGN DEPARTMENT, BANK OF MONTREAL

A marked feature in Anglo-Saxon commerce and finance during the last few years has been the activity exhibited by banking institutions—English, Canadian, and American alike—in extending their operations into foreign fields, either by establishing branches or subsidiary institutions of their own, or by acquiring interests in other banks already established.

Certain of the leading Canadian banks had for many years prior to the war operated branches and agencies in London and New York, and in some cases in Boston, Chicago, other western United States cities, and Mexico City. The West Indies and Cuba had also been well served by two Canadian banks for a considerable number of years, and a branch of the Royal Bank of Canada was opened in Barcelona in May, 1918, while la Banque Nationale had for some time operated a branch in Paris. Apart, however, from the points mentioned and excluding Newfoundland, the direct facilities at the disposal of Canadian bankers and their exporting customers were somewhat limited, and it is most fitting that Canada's recent entry on a larger scale into the world's markets should have been accompanied by an extension of foreign banking service such as is set out below.

During the progress of the war the Government of the United States removed the restrictions which hitherto prevented the National banks from opening foreign branches, and some of these, as well as some of the more important American trust companies, have since exhibited great enterprise in establishing themselves throughout Latin America, at various points on the Continent of Europe, in London, and elsewhere. The English and Canadian banks, fully occupied with home requirements during the war and also severely handicapped by the absence of the majority of their staff with the colours, were unable, for the time being, to adopt a similar policy, but with the signing of the Armistice a great change was noticeable in the policies of the leading banks in both countries. In England this took the form of subsidiary establishments, in addition to those already in existence, being opened by the large "joint stock" banks at various points on the Continent, while at the same time increased facilities for the handling of overseas transactions were secured by investment, by the "joint stock" banks, in the shares of the smaller banks of English ownership operating in different parts of the world.

Canadian banks at this time also displayed considerable activity in extending their foreign branches. Just prior to the Armistice the Bank of Montreal, by its absorption of the Bank of British North America, acquired an agency in San Francisco, while in 1919 a subsidiary, the Bank of Montreal (France) was opened for business in Paris, and later in the same year an important interest was purchased in the Colonial Bank, an English institution with numerous branches and a long-established business in the British West Indies, British Guiana, and British West Africa.

The Royal Bank of Canada also formed an auxiliary, the Royal Bank of Canada (France), and opened for business in Paris early in the summer of 1919. The same institution then announced its intention of entering the South American field, and has since opened branches in several of the more important cities on that continent. The Canadian Bank of Commerce during the last few months has opened branches

in some of the more important points in the West Indies, while the Union Bank of Canada, by participating in the formation of the Park-Union Foreign Banking Corporation, has secured facilities in Seattle, San Francisco, several important points in the Far East such as Shanghai, Yokohama, and Tokio, and also in Paris. The Standard Bank of Canada acquired an interest in the American Foreign Banking Corporation of New York, with branches in South and Central America, Cuba and the West Indies, as well as in Brussels, while the Dominion Bank participated, with various English banks, in the formation of the British Overseas Bank, Limited, established for the purpose of facilitating trade in various parts of the world, and the Merchants Bank of Canada has recently become affiliated with the International Acceptance Bank, Inc., a newly established New York organization which, it is announced, will make a specialty of financing foreign trade.

With these developments the Canadian exporter now has at his disposal, through the leading Canadian banks, exceptional facilities for the financing of his trade, branches of Canadian banks or of affiliated institutions now being in operation at the following points abroad:—

BELGIUM

Place	Bank
Brussels.. . . .	American Foreign Banking Corporation (affiliated with Union Bank of Canada).

CHINA

Shanghai.. . . .	Park-Union Foreign Banking Corporation (affiliated with the Standard Bank of Canada).
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FRANCE

Paris.. . . .	Bank of Montreal (France). La Banque Nationale. Park-Union Foreign Banking Corporation (affiliated with Union Bank of Canada). Royal Bank of Canada (France).
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GREAT BRITAIN

London.. . . .	Bank of Montreal (two branches). Bank of Nova Scotia. Canadian Bank of Commerce. Dominion Bank. Merchants Bank of Canada. Royal Bank of Canada. Union Bank of Canada (two branches).
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JAPAN

Tokio.. . . .	Park-Union Foreign Banking Corporation (affiliated with Union Bank of Canada).
Yokohama.. . . .	" " " "

MEXICO

Mexico City.. . . .	American Foreign Banking Corporation (affiliated with the Standard Bank of Canada). Bank of Montreal. Canadian Bank of Commerce.
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SOUTH AND CENTRAL AMERICA

Barranquilla, Colombia.. . . .	Royal Bank of Canada.
Buenos Aires, Argentina.. . . .	Standard Bank of Canada). American Foreign Banking Corporation (affiliated with the Royal Bank of Canada (two branches).
Cali, Colombia.. . . .	American Foreign Banking Corporation (affiliated with the Standard Bank of Canada).
Caracas, Venezuela.. . . .	Royal Bank of Canada.
Ciudad Bolivar, Venezuela.. . . .	" " "

CANADIAN BRANCH BANKS ABROAD: SOUTH AND CENTRAL AMERICA.—*Continued*

Place	Bank
Cristobal, Canal Zone.. . . .	American Foreign Banking Corporation (affiliated with the Standard Bank of Canada).
Georgetown, British Guiana .. .	Colonial Bank (affiliated with Bank of Montreal). Royal Bank of Canada.
Henrietta, British Guiana.. . . .	Colonial Bank (affiliated with Bank of Montreal).
Mahaica, British Guiana.. . . .	" " " " " "
Mahalcony, British Guiana	" " " " " "
Maracaibo, Venezuela.. . . .	Royal Bank of Canada.
Montevideo, Uruguay.. . . .	" " " " " "
New Amsterdam, British Guiana..	Colonial Bank (affiliated with Bank of Montreal). Royal Bank of Canada.
Panama City, Panama.. . . .	American Foreign Banking Corporation (affiliated with the Standard Bank of Canada).
Puerto Cabello, Venezuela.. . . .	Royal Bank of Canada.
Rio de Janeiro, Brazil.. . . .	American Foreign Banking Corporation (affiliated with the Standard Bank of Canada). Royal Bank of Canada.
Rose Hall, British Guiana.. . . .	" " " " " "
San José, Costa Rica	" " " " " "
Santos, Brazil.. . . .	" " " " " "
Sao Paulo, Brazil.. . . .	" " " " " "
Suddie, British Guiana.. . . .	Colonial Bank (affiliated with Bank of Montreal).

SPAIN

Barcelona.. . . .	Royal Bank of Canada.
St. Pierre.. . . .	ST. PIERRE ET MIQUELON Canadian Bank of Commerce.

UNITED STATES

Boston, Mass.. . . .	Bank of Nova Scotia.
Chicago, Ill.. . . .	Bank of Montreal. Bank of Nova Scotia.
New York, N.Y.. . . .	Bank of Montreal. Bank of Nova Scotia. Canadian Bank of Commerce. Dominion Bank. Merchants Bank of Canada. Royal Bank of Canada. Union Bank of Canada.
Portland, Ore.. . . .	Canadian Bank of Commerce.
San Francisco, Cal.. . . .	British American Bank (auxiliary of Bank of Montreal). Canadian Bank of Commerce. Park-Union Foreign Banking Corporation (affiliated with Union Bank of Canada).
Seattle, (Wash).. . . .	Canadian Bank of Commerce. Park-Union Foreign Banking Corporation (affiliated with Union Bank of Canada).
Spokane, Wash.. . . .	Bank of Montreal.

WEST AFRICA

Accra, Gold Coast.. . . .	Colonial Bank (affiliated with Bank of Montreal).
Bathurst, Gambia.. . . .	" " " " " "
Coomassie, Gold Coast.. . . .	" " " " " "
Dakar, Senegal.. . . .	" " " " " "
Ebute Metta, Nigeria.. . . .	" " " " " "
Freetown, Sierre Leone.. . . .	" " " " " "
Ibadan, Nigeria.. . . .	" " " " " "
Jos, Nigeria.. . . .	" " " " " "
Kano, Nigeria.. . . .	" " " " " "
Koforidua, Gold Coast.. . . .	" " " " " "
Lagos, Nigeria.. . . .	" " " " " "
Nswan, Gold Coast.. . . .	" " " " " "
Onitsha, Nigeria.. . . .	" " " " " "
Port Harcourt, Nigeria.. . . .	" " " " " "
Seccondee, Gold Coast.. . . .	" " " " " "
Victoria, Cameroons.. . . .	" " " " " "
Winnebah, Gold Coast.. . . .	" " " " " "
Zaria, Nigeria.. . . .	" " " " " "

CANADIAN BRANCH BANKS ABROAD: WEST INDIES AND CUBA

Place	Bank
Annotto Bay, Jamaica	Colonial Bank (affiliated with Bank of Montreal). Royal Bank of Canada.
Antilla, Cuba	" " "
Aux Cayes, Haiti	" " "
Banes, Cuba	" " "
Basse Terre, Guadeloupe	" " "
Basseterre, St. Kitts	Colonial Bank (affiliated with Bank of Montreal). Royal Bank of Canada.
Bayamo, Cuba	" " "
Belize, British Honduras	" " "
Black River, Jamaica	Bank of Nova Scotia.
Bridgetown, Barbados	Canadian Bank of Commerce. Colonial Bank (affiliated with Bank of Montreal). Royal Bank of Canada.
Brown's Town, Jamaica	Bank of Nova Scotia. Colonial Bank (affiliated with Bank of Montreal).
Cabaiguan, Cuba	Royal Bank of Canada.
Caibarien, Cuba	" " "
Caimanera, Cuba	" " "
Camajuani, Cuba	" " "
Camaguey, Cuba	" " " (two branches).
Cardenas, Cuba	" " "
Carriacou, Grenadines	Colonial Bank (affiliated with Bank of Montreal).
Castries, St. Lucia	" " " " " "
	Royal Bank of Canada.
Charlestown, Nevis	" " "
Ciego de Avila, Cuba	" " "
Cienfuegos, Cuba	" " "
Consolacion del Norte	" " "
Couva, Trinidad	" " "
Cross Roads, Jamaica	" " "
Cruces, Cuba	" " "
Cueto, Cuba	" " "
Cumanayagua, Cuba	" " "
Fajardo, Porto Rico	Bank of Nova Scotia.
Falmouth, Jamaica	Colonial Bank (affiliated with Bank of Montreal).
Florida, Cuba	Royal Bank of Canada.
Fort de France, Martinique	" " "
Grenville, Grenada	Colonial Bank (affiliated with Bank of Montreal).
Guantanamo, Cuba	Royal Bank of Canada.
Havana, Cuba	American Foreign Banking Corporation (affiliated with the Standard Bank of Canada). Bank of Nova Scotia. Canadian Bank of Commerce. Royal Bank of Canada (six branches).
Jatibonico, Cuba	" " "
Jiguani, Cuba	" " "
Jobabo, Cuba	" " "
Jovellanos, Cuba	" " "
Kingston, Jamaica	Bank of Nova Scotia. Canadian Bank of Commerce. Colonial Bank (affiliated with Bank of Montreal). Royal Bank of Canada.
Kingstown, St. Vincent	Colonial Bank (affiliated with Bank of Montreal).
La Esmeralda, Cuba	Royal Bank of Canada.
La Maya, Cuba	" " "
La Romana, Dom. Republic	" " "
Limonar, Cuba	" " "
Linstead, Jamaica	Bank of Nova Scotia.
Lucea, Jamaica	Colonial Bank (affiliated with Bank of Montreal).
Majagua, Cuba	Royal Bank of Canada.
Mandeville, Jamaica	Bank of Nova Scotia.
Manzanillo, Cuba	Royal Bank of Canada.
Manguito, Cuba	" " "
Matanzas, Cuba	" " " (two branches).
Maximo Gomez, Cuba	" " "
Mayaguez, Porto Rico	" " "
May Pen, Jamaica	Colonial Bank (affiliated with Bank of Montreal).
Miranda, Cuba	Royal Bank of Canada.
Montego Bay, Jamaica	Bank of Nova Scotia. Colonial Bank (affiliated with Bank of Montreal). Royal Bank of Canada.
Morant Bay, Jamaica	Bank of Nova Scotia. Colonial Bank (affiliated with Bank of Montreal).

CANADIAN BRANCH BANKS ABROAD: WEST INDIES AND CUBA.—*Concluded*

Place	Bank
Moron, Cuba.. . . .	Royal Bank of Canada.
Nassau, N.P., Bahamas.. . . .	" " "
Neuvas, Cuba.. . . .	" " "
Palma Soriano, Cuba	" " "
Pinar del Rio, Cuba.. . . .	" " "
Plymouth, Montserrat.. . . .	" " "
Pointe à Pitre, Guadeloupe.. . .	" " "
Ponce, Porto Rico.. . . .	Bank of Nova Scotia.
	Royal Bank of Canada.
Port Antonio, Jamaica.. . . .	Bank of Nova Scotia.
	Colonial Bank (affiliated with Bank of Montreal).
Port au Prince, Haiti.. . . .	American Foreign Banking Corporation (affiliated with Standard Bank of Canada).
	Royal Bank of Canada.
Port Maria, Jamaica.. . . .	Bank of Nova Scotia.
	Colonial Bank (affiliated with Bank of Montreal).
Port of Spain, Trinidad.. . . .	Canadian Bank of Commerce.
	Colonial Bank (affiliated with Bank of Montreal).
	Royal Bank of Canada.
Princes Town, Trinidad.. . . .	Colonial Bank (affiliated with Bank of Montreal).
	Royal Bank of Canada.
Puerto Padre, Cuba.. . . .	" " "
Puerto Plata, Dom. Republic.. . .	" " "
	Royal Bank of Canada.
Roseau, Dominica.. . . .	Colonial Bank (affiliated with Bank of Montreal).
	Royal Bank of Canada.
St. Ann's Bay, Jamaica	Bank of Nova Scotia.
	Colonial Bank (affiliated with Bank of Montreal).
St. George's, Grenada.. . . .	" " " " " "
	Royal Bank of Canada.
St. Johns, Antigua.. . . .	Colonial Bank (affiliated with Bank of Montreal).
	Royal Bank of Canada.
Sagua Grande, Cuba.. . . .	" " "
Sanchez, Dom. Republic.. . . .	" " "
Sancti Spiritus, Cuba	" " "
San Fernando, Trinidad.. . . .	Colonial Bank (affiliated with Bank of Montreal).
	Royal Bank of Canada.
Sangre Grande, Trinidad	" " "
San Juan, Porto Rico	Bank of Nova Scotia.
	Royal Bank of Canada.
Santa Clara, Cuba.. . . .	" " "
Santiago, Cuba.. . . .	" " "
Santiago de los Caballeros, Dom. Republic.. . . .	" " "
Santo Domingo, Dom. Republic.. .	Bank of Nova Scotia.
	Royal Bank of Canada.
San Pedro de Macoris, Dom. Republic.. . . .	Bank of Nova Scotia.
	Royal Bank of Canada.
Savana-la-Mar, Jamaica	Bank of Nova Scotia.
	Colonial Bank (affiliated with Bank of Montreal).
Scarborough, Tobago.. . . .	" " " " " "
	Royal Bank of Canada.
Silveira, Cuba.. . . .	" " "
Spanish Town, Jamaica.. . . .	Bank of Nova Scotia.
	Royal Bank of Canada.
Speightstown, Barbados.. . . .	Colonial Bank (affiliated with Bank of Montreal).
	Royal Bank of Canada.
Trinite, Martinique.. . . .	" " "

In addition to the developments already mentioned, the reciprocal arrangements existing prior to the war between Canadian banks and their correspondents abroad, have, in the majority of cases, been revised and considerably extended during the last two years, so that at the present time the Canadian banks are in a position to handle efficiently and expeditiously the transactions of their customers with all parts of the world, exceptions of course being understood in the case of those countries where disturbed conditions render normal banking service impossible.

Besides rendering the usual services to the exporter in negotiating or collecting his drafts on his foreign customers, the leading Canadian banks also place at his disposal the services of their Foreign Trade Information Bureaux, which, so far as

banks are concerned, are a development of the last few years. By availing themselves of the services of these Bureaux, exporters are able to obtain a great deal of valuable and up-to-date trade information; data and statistics of every kind which are considered likely to be of value to the exporter are tabulated in readily available form, and the banks are prepared, through their foreign branches and correspondents, to conduct investigations as to the prevailing conditions in different foreign countries and the markets which exist, or which might be developed, for the goods in which their customers are interested.

Information is kept on file covering available shipping routes and facilities, and the Customs tariffs, invoice requirements, business procedure, and other matters of interest concerning the leading countries of the world.

An important feature of the activities of these Information Bureaux is the furnishing of lists of foreign importers of the different commodities which Canada is able to export, and the banks' services may also be enlisted in the selection of agents to represent Canadian exporters in the different markets of the world. As an example of the assistance which the Canadian banks are rendering to their exporting clients, may be cited a recent step on the part of the foreign department of the Bank of Montreal, which conducted a canvass of the bank's customers to ascertain the names of those interested in exporting goods to the West Indian and West African colonies. The names of these firms, classified according to the commodities dealt in, were listed and placed in the hands of the different branches of the Colonial bank throughout the West Indies, British Guiana and British West Africa, and the number of enquiries received by the bank's customers as a result of this progressive policy bears ample evidence of the assistance which the banks are enabled to place at the disposal of their clients.

Credit reports on foreign firms are gathered by the foreign departments, and this information is constantly being revised and kept up to date. The banks are glad to answer inquiries from firms interested in export trade, and a service of this nature, which in most cases is at the disposal of their customers free of charge, cannot fail to be of the greatest assistance in the development of overseas markets. The rapidly increasing extent to which exporters generally are availing themselves of the service is an excellent indication of the value of such assistance.

CANADIAN CATTLE IN LIVERPOOL

TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, May 13, 1921.—The first shipment of Canadian cattle to Liverpool since prewar days was received ex ss. *Argalia*, sailing from Portland, Me., on April 29. It consisted of 92 ranch steers from Alberta, and arrived in excellent condition, all the transportation arrangements having been quite satisfactory. Prices in sink were 1s. 4d. per pound. The importers had nothing but praise for the shipment, except in one respect. The cattle were all too heavy for this market, under present conditions. Retail beef prices are now so high that the average consumer cannot afford to pay for a large joint, and therefore cattle weighing from 1,300 to 1,400 pounds are too heavy for ordinary requirements. The present demand is strongly for steers weighing no more than 1,200 pounds and will continue to call for light weights, as long as prices to the consumer remain abnormally high.

Another shipment of Canadian cattle, consisting of 100 steers, and about 50 cows and heifers, arrived ex ss. *Laconia*, on May 8, and were equally satisfactory as regards condition and quality, making prices of 1s. 4d. per pound in sink. This shipment was also criticised as too heavy for present requirements—a fault found with transatlantic cattle generally.

Since these sales there have been increased receipts of American cattle, with resulting drop in prices in sink to 1s. 2½d. to 1s. 3d. per pound. The immediate prospects are for further reductions in value.

It is the general feeling of the trade that the success of these first shipments should justify increasing business.

MARKET FOR CANADIAN PEACHES IN THE UNITED KINGDOM

J. FORSYTH SMITH, CANADIAN FRUIT TRADE COMMISSIONER

Liverpool, May 10, 1921.—Two Government experiments in the shipment of Ontario peaches to the United Kingdom have been made, 1,400 cases coming forward in 1897, and 1,284 cases in 1910. The 1910 consignments comprising the Crawford, Old Mixon, and Elberta varieties, were shipped from September 15 to September 30, to London, Liverpool, Glasgow, Manchester, Bristol, Cardiff, Birmingham, and Leeds, and were quite successful, as the peaches were excellently packed, arrived in good condition after being an average of twelve days in transit, and returned a net average of 80 cents per case of 20 to 24 peaches, f.o.b. St. Catharines, Ont. As the Government had guaranteed the shippers 40 cents per case, equal to the local market price plus the cost of special packing and package, this result must be regarded as satisfactory. The experiment demonstrated definitely that Canadian peaches can be delivered in good marketable condition if they are properly packed, but that great care is necessary in connection with packing, as well as in the selection of fruit at the right stage of maturity. It was also made clear, however, that no considerable quantity could be marketed at the prices realized by the experiment, and that if considerable quantities were sent forward, much lower prices would have to be accepted. Another point demonstrated was that a temperature of 35° to 40° in ocean steamers will carry peaches safely, but that it is important to have the temperature gradually raised during the last thirty-six hours in the ship to avoid condensation of moisture on contact with the warmer outside air.

Occasional small commercial shipments have since come forward in varying condition and with varying returns to the shippers, but the Canadian peach has never established itself on the market in regular and dependable supply.

ADVERSE CONSIDERATIONS

Fruit importers interviewed do not regard the prospects as particularly promising, in view of the facts: (1) that peaches on the British market have never been sold at a price that would render possible general consumption, and that for luxury class consumption, a very high standard of quality is demanded; (2) that the period of possible arrival on the market, September 25 to October 15, is the period of large home soft fruit production; (3) that during this period also there are available fair supplies of English peaches of superior quality, mainly grown under glass, but some also out-of-doors; (4) that the Canadian peaches, so far shipped, have been mainly yellow-flesh freestone varieties, while the English preference is very strongly for white-flesh freestone varieties.

POSSIBLE DEMAND

It is believed, however, that, if regular and dependable supplies were sent forward from year to year, a demand might be worked up for peaches in good condition, of sizes 20 to 24 per single layer case, at prices from 3s. to 6s. per dozen. London, which would be the principal centre for distribution, could perhaps eventually dispose of about 1,000 cases per week. Emphasis is laid upon the British demand for quality, the preference for white-flesh peaches and for large sizes, and the importance of all fruit showing colour. Immaturity will be as fatal to satisfactory sales as lack of condition due to over-ripeness. Yellow-flesh and clingstone peaches are under a heavy handicap. The English soft fruit situation would greatly affect the demand. When there is a heavy crop of plums, for example, the demand for peaches is sensibly diminished. Present indications for plums this season are rather unfavourable, and if expectations are realized, the demand for peaches should be good.

ENGLISH PEACH VALUES

The following table gives an idea of the wholesale values of the competing English peaches per dozen during the years 1915, 1916, 1917, 1918 and 1920:—

Date	1915	1916	1917	1918	1920
Sept. 24.	4s.-10s.	5s.-15s.	3s.-18s.	6s.-30s.	6s.-30s.
" 30.	6s.-12s.	5s.-15s.	3s.-18s.	6s.-30s.	10s.-36s.
Oct. 7.	8s.-18s.	5s.-15s.	3s.-18s.	6s.-30s.	8s.-30s.
" 14.	6s.-18s.	5s.-15s.	3s.-18s.	6s.-30s.	10s.-30s.
" 21.	6s.-18s.	12s.-24s.	5s.-18s.	12s.-30s.	12s.-30s.

The considerable range of prices at the same date is due to differences in variety, quality and size. It will be remembered, in considering the above, that in 1920 there was the shortest English soft fruit crop on record. It is certain that Canadian peaches could never reach the higher values in the table which were only made by the best hothouse fruit.

METHOD OF PACKING

Peaches for export should be packed in single layer cases, paper wrapped, circled with fine white wood wool, and placed between layers of the same material. To minimize pilferage and handling, three cases should preferably be united by means of two battens at each end.

SHIP ONLY THE BEST

Only the best peaches should be shipped, and special attention must be given to every detail of selection, packing, transportation conditions, and handling. It is only the best peaches in the best condition and at the right stage of maturity that have any chance of selling to advantage.

SHIP TO LONDON

London is the principal distributing point for soft fruits, and it is recommended that shipments should mainly be made to this point, though Liverpool and Glasgow would also be able to take care of limited shipments and, once business is established, it may perhaps be advisable to consider other ports. Shipments to inland centres are not advisable. There is no likelihood of arranging cash sales at this stage of development. Shipments must be made on shippers' account. A list of firms who are prepared to act for shippers in this connection may be obtained from the Commercial Intelligence Service of the Department of Trade and Commerce, Ottawa (quoting file No. T.C.-2-116).

SOUTH AFRICAN PEACHES

The prices of South African peaches on the London market have frequently been mentioned in connection with the possibilities for Canadian peaches. It should be realized that, appearing on a market bare of English soft fruits from the first of January to the end of April, the competitive and demand conditions met by South African peaches are entirely different from those confronting the Canadian product, and the prices they return are no indication whatever of the possibilities earlier in the season.

Nevertheless, their reception affords valuable data as to the market preferences, and the following extracts from a report of the South African Trade Commissioner in 1913 should be of interest:—

"Exports of single layer boxes of South African peaches to the United Kingdom in 1911, 1912 and 1913 were, respectively, 22,800 boxes, 31,665 boxes and 17,478 boxes.

"Average prices per box of 20 to 28 in 1913 were:—

Variety	Colour	Price
Duke of York.. . . .	White.	12s.-20s.
Old Cape.. . . .	"	10s.-20s.
Early Alexander.. . . .	"	10s.-17s.
Early Rivers.. . . .	"	5s.- 8s.
Gladstones.. . . .	Yellow.	5s.- 7s.
Elbertas.. . . .	"	5s.- 6s. 6d.
Crawfords.. . . .	"	4s.- 5s.
Fosters.. . . .	"	4s.- 5s.

"The peach wanted on this market is a white-flesh freestone, with much colour, round in shape and without a prominent point. The Old Cape and Duke of York nearly comply with these requirements. The Early Alexanders also have good qualities. Early Rivers are very useful since they are early; but that is their only good quality. Gladstones lack colour and flavour, and only make fair prices when no white-flesh peaches are on the market. Elbertas are the best of the yellow-flesh peaches. Crawfords and Fosters also belong to the yellow group, but are of less value than Elbertas.

"Much has been said against yellow-flesh peaches. English dealers are certainly prejudiced against this group, and undoubtedly the reason for this prejudice is the fact that, in past seasons, the various varieties of yellow-flesh peaches which have reached this market have generally been unsatisfactory and lacking in flavour; although a lot of them have a good appearance, they do not find flavour as a dessert fruit. It is said that some of the yellow-flesh varieties do not travel well in cold storage; but the Elberta would seem to be an exception to this rule. This peach, apart from being handsome in appearance, appears to retain its flavour to a much greater degree than any other yellow-flesh variety, and, although it has to live down the prejudice that has, in the past, existed against yellow-flesh peaches, I am of opinion that as a later peach and not to come into competition with white-flesh varieties, the Elberta, as a commercial article, will find more favour on this market than either the Gladstone or the Early Rivers.

"I have recommended that yellow-flesh peaches should not be exported; but when supplies of the white are small, and I see the yellow-flesh varieties realizing a paying price, I begin to doubt if my advice was correct."

In connection with the remarks just quoted on yellow-flesh peaches, and the modified optimism of the references to the Elberta, it should be borne in mind that the condition of not coming into competition with white-flesh varieties cannot apply to the season of Canadian supply, when English white-flesh peaches are always on the market.

In an earlier report, the Trade Commissioner for South Africa stated: "I must again point out that the English market does not want yellow-flesh peaches or clingstones, no matter what the variety is. The peach required must comply with the following description: it must be round in shape, a large size, with a good rich colour, white flesh, and a free stone." In the same report (1910, a year of lower prices than 1913) special emphasis was laid upon the requirement of large size, and the following comparative values were given: February, size 24, 4s. 6d.; size 15, 5s. 6d. April, size 32, 2s. 6d.; size 28, 3s. 9d.; size 200, 5s. 3d.; size 15, 8s. In connection with the Canadian Government experimental shipments, also, a strong preference was expressed for size 20.

SOUTH AFRICAN PEACH VALUES, 1921

The following table gives South African peach values at various dates in 1921:—

Date	Size Count	Value per Box	Date	Size Count	Value per Box
Dec. 30.. . . .	35s.-36s.	35s.-40s.	Feb. 10.. . . .	24s.-32s.	8s.-10s.
Jan. 13.. . . .	15s.-20s.	12s.-15s.	" 24.. . . .	15s.-20s.	12s.-15s.
" 13.. . . .	28s.-32s.	7s.-10s.	" 24.. . . .	24s.-32s.	9s.-10s.
" 27.. . . .	15s.-20s.	8s.-12s.	March 17.. . . .	15s.-20s.	12s.-15s.
" 27.. . . .	24s.-32s.	4s.-5/6s.	" 24.. . . .	15s.-20s.	15s.-20s.
Feb. 3.. . . .	15s.-20s.	8s.-15s.	April 7.. . . .	15s.-20s.	10s.-15s.
" 3.. . . .	24s.-32s.	6s.- 8s.	" 14.. . . .	15s.-20s.	10s.-15s.
" 10.. . . .	15s.-20s.	12s.-15s.	" 21.. . . .	15s.-20s.	10s.-15s.

The first date represents the extreme prices for the initial small shipment. The date, January 27, was coincident with large arrivals, hence the decided drop.

ENGLISH HOTHOUSE PEACH VALUES

The first English hothouse peaches this season appeared on this market early in May, selected lots selling at 30s. to 48s. and lower class lots at 15s. to 25s.

GENERAL APPLE MARKET CONDITIONS

J. FORSYTH SMITH, CANADIAN FRUIT TRADE COMMISSIONER

Liverpool, May 13, 1921.—The month of April has seen the wind-up of the transatlantic apple season. The total quantities of apples imported into the United Kingdom have naturally shown a great decrease as compared with those during March. The quantities from Canada have also been very greatly reduced. Total importations, however, have shown an increase as compared with the corresponding period of 1920, and have been about six times as great as those during April 1917. Importations from Canada have been somewhat less than in April, 1920, but nearly three times as great as in April, 1917. The proportion of Canadian to total arrivals decreased from 26 per cent during March to 9 per cent during April. The total imports include 137,726 boxes of Australian apples.

The condition of Canadian apples arriving on the Liverpool market during the month has shown a natural increase in the seasonal deterioration, with much bronzing, more or less waste, etc. One small shipment only came from Nova Scotia ex. ss. *Caronia*, all the Ben Davis, bronzed, selling at 28s. for No. 1, 27s. to 28s. for No. 2, and 24s. for No. 3. Shipments of Ontario apples have been received ex. ss. *Caronia*, *Metagama*, *Empress of France*, *Dominion* and *Melita*, mainly Ben Davis. Prices for fruit in good condition have ranged as follows: Ben Davis, No. 1, 33s. to 34s., with a few of the best as high as 45s.; No. 2, 25s. to 34s.; Domestic, 27s. to 37s., very few at the highest price; No. 3, 27s. to 30s., with one special pack at 37s. Spies, No. 1, 50s.; Slack, 40s.; Domestic, 45s.; No. 3, 36 s. A special pack of Spies made 60s. for No. 1, 47s. for Domestic, and 47s. for No. 3; Baldwins, No. 1, 44s.; Cooper's Market, No. 1, 40s.; No. 2, 37s.; No. 3, 30s. Virginia Albemarles have ranged from 44s. to 60s.; Ben Davis from 30s. to 38s.; New York Baldwins from 44s. to 50s., slack 42s. to 44s.; and New York Greenings from 43s. to 55s. Washington and Oregon apples have comprised many lots out of condition. The best Newtowns Extra Fancy, have sold at 20s. to 22s., but many have sold at 14s. to 16s., and wasty lots at job-lot figures. Winesaps in fair condition have ranged, Extra Fancy, 14s. to 18s. 9d.; Fancy, 13s. to 16s. 9d.; C, 12s. to 13s. Some 995 barrels of Ontario apples ex ss. *Empress of France* arrived in Liverpool during the first few days of May. A parcel of 299 barrels, mainly Golden Russets, destined for transshipment to Birmingham, were in very poor condition, and, while the best may make about 40s., many will return job-lot values. The price range of those sold at auction was: Cooper's Market, No. 1, 57s.; slack, 50s.;

No. 2, 52s., slack, 48s.; No. 3, 44s.; Ben Davis, No. 1, 41s., slack, 33s. 6d.; No. 2, 37s. 6d., slack, 33s. 6d.; No. 3, 40s., slack, 35s. 6d. to 36s. Mann, No. 1, 35s., No. 2, 30s., No. 3, 27s. A special pack of Ben Davis, 195 barrels, sold at 41s. to 55s. for No. 1, 45s. for Domestic, and 44s. to 47s. for No. 3.

London arrivals of Nova Scotia apples have been ex ss. *Venusia*, 6,146 barrels, ex ss. *Saxonia*, and 5,410 barrels ex ss. *Castellano*. As in the case of Liverpool shipments, many of these have been considerably out of condition. Prices for fruit in fair condition have been as follows: Ben Davis, No. 1, 30s. to 38s.; No. 2, 26s. to 36s.; Domestic, 26s. to 35s.; No. 3, 25s. to 32s. Golden Russets, No. 1, 38s. to 47s.; No. 2, 36s. to 45s.; No. 3, 29s. to 35s., few best 44s. Nonpareils, No. 1, 40s. to 45s.; No. 2, 40s. to 45s.; Domestic, 30s. to 35s.; No. 3, 30s. to 33s. Spy, No. 1, 33s. to 40s.; No. 2, 30s. to 36s.; Domestic, 31s. to 34s.; No. 3, 31s. A few Ontario apples ex ss. *Whitegate*, mainly Ben Davis, made prices for this variety as follows: No. 1, 43s. to 45s.; No. 2, 40s. to 42s.; No. 3, 35s. to 40s. Apart from the question of condition, the London market for transatlantic apples was adversely affected this month by the expected arrivals of considerable shipments of Australian apples, the first of which reached the market about April 19. These first arrivals made as high as 30s. for Jonathans, with 40s. for a few Cox's Orange. These extreme values, however, soon dropped, and sales have been made as follows: Jonathans, 18s. to 24s.; Cleopatra, 20s. to 26s.; Monro's Favourite, 20s. to 24s.; Dunn's Seedling, 21s. to 24s.; King David's, 19s. to 20s.; Cox's Orange, 24s. to 29s.; Reinettes, 19s. to 22s.; Ribstons, 20s. to 26s.; Worcester Pearmain, 22s. to 26s.; Blenheim, 23s.; Red Pearmain, 23s. Oregon Newtowns, Extra Fancy, have sold at 18s. to 22s.; and Winesaps, Extra Fancy, at 16s. to 22s., Fancy 15s. to 18s., C Grade 14s. to 18s. Virginia Albermarles have sold at high as 66s.; New York Baldwins, in good condition, have brought 45s. to 53s., slacks 31s. to 35s.; and Greenings, 42s. to 48s.

There were two shipments of Ontario apples to Glasgow during April, those ex ss. *Casandra* and ss. *Pretorian*, sold on April 15 and 20. The bidding was adversely affected by the fears of a railway strike in sympathy with the miners, and prices were lower than would otherwise have been the case. They were as follows: Golden Russets, No. 1, 46s. Baldwins, No. 1, 33s. 6d. Ben Davis, No. 1, 26s. to 32s.; No. 2, 24s. to 32s.; No. 3, 21s. to 23s. Stark, No. 1, 30s. Gano, No. 1, 30s. to 31s.; No. 2, 26s. to 31s.; No. 3, 22s. Spies, No. 1, 60s.; Domestic, 54s.; No. 3, 44s. 6d. Canada Red, No. 1, 43s.; No. 2, 36s.; No. 3, 27c. The above prices were made at auction, but, on account of the condition of doubt indicated above, many lots remained unsold, and were afterwards disposed of privately, at prices not included in the range given. During the month Virginia Albermarles have sold at 56s. to 63s.; American Ben Davis, 24s. to 33s.; Virginia Newtowns, 43s. to 51s.; New York Baldwins, 30s. to 41s.; Oregon Newtowns, Extra Fancy, 17s. to 20s., Fancy 17s. to 18s. 6d.; and Washington Winesaps, Extra Fancy 14s. to 17s. 9d., Fancy 13s. to 16s. 6d.; C grade 12s. 9d. to 15s. 6d.

LONDON FRUIT EXHIBITION

Certain details in connection with the London Fruit Exhibition, reported in the last apple market report, have been reconsidered, and the arrangements, as now decided, are as follows:—

Date.—English apple varieties are mainly early ones, and English apple-growers therefore desired a date in October. From the Canadian standpoint, however, as late a date as possible is desirable, and this is specially the case with British Columbia, whose typical commercial varieties have never reached this market before the beginning of the second week in November. This was strongly represented to the committee. The English growers' representatives, however, stated that it would be impossible to show their main varieties later than the first week in November, and although the exact date is not yet finally fixed, it is probable that the exhibition will be held from November 4 to 12.

British Standard Box.—A protest was made against the use of the term "Oregon Box" instead of "Canadian Standard Box" to describe the package in which exhibits are to be shown. In view of the fact that this box is to be adopted by English growers, for such box packing as they propose to do, it was decided to use the term "British Standard Box."

Entry Fees.—British Empire Section, open to Canada and the United Kingdom, £2 10s. United Kingdom Section, restricted to England, £1. Overseas Section, restricted to Canada, £1.

Classes for British Empire Section.—Two classes. (1) Best exhibit, 20 boxes, dessert apples. (2) Best exhibit, 20 boxes, cooking apples. Prizes for each class: 1st, £100 Trophy Cup; 2nd, £50 Trophy Cup; 3rd, £25 Trophy Cup. At a previous meeting it was decided that this section should be open to individual growers only. A strong protest was made against this decision as likely to militate against effective Canadian participation, on account of the expense involved, and as contrary to the spirit of co-operation so manifest in the Canadian fruit industry. After some opposition from the English representatives, who thought it unfair that English individual growers should compete against organizations of growers, the point was conceded and this section is to be open to individual growers and associations of growers. The words "associations of growers" were selected instead of "growers' associations" to carry the meaning that any group of growers, large or small, organized or otherwise, might co-operate to send forward an exhibit.

Classes for United Kingdom Section.—13 classes: Dessert varieties, Cox's Orange Pippin, Worcester Pearmain, Allington Pippin, Charles Ross, Blenheims (small), any other variety; culinary varieties, Bramley Seedling (green), Bramley Seedling (red coloured), Newtown Wonder, Lane's Prince Albert, Lord Derby, Blenheim (large), any other variety. Prizes: 1st, 2nd and 3rd in each class, cups and medals, to a total value of £300. Each exhibit to consist of 6 boxes.

Classes for Overseas Section.—14 classes: Wealthy, Snow, McIntosh, King, Golden Russet, Spy, Blenheim, Jonathan, Cox's Orange Pippin, Spitzenberg, Greening, Newtown, Stark, any other variety. Prizes: 1st, 2nd and 3rd in each class, cups and medals, to a total value of £300. Each exhibit to consist of 6 boxes.

Importance of Exhibition.—The indications are that the London Fruit Exhibition will be much more important from the standpoint of advertising Canadian apples in the United Kingdom than any exhibition previously held. This is because of the strong emphasis that is being laid, in all arrangements, upon the commercial side, the requirement that all exhibits shall be in commercial packages, to the exclusion of plate exhibits, the special propaganda facilities offered by the co-operation of the *Daily Mail*, the arrangements to be made by the Fruit and Potato Trades Federation (an organization of importers, wholesalers, and retailers) for advertising the value of the apple as an article of diet, in connection with the exhibition, etc. The English apple growers will be strongly represented, not only in the British Empire and United Kingdom Sections, but also owing to the fact that three important fruit-growing areas, which hold annual local exhibitions of their own, have agreed to merge these in the London Exhibition. This will provide a considerable number of extra classes open only to growers in each of the respective sections, and will result in getting together a very considerable display. It is important, therefore, that Canadian growers should spare no effort to make sure that Canada is adequately represented. It is particularly important to have strong entries in the British Empire Section, the only one in which commercially packed English and Canadian apples will enter into competition.

Non-competitive Displays.—No provision has been made for competitive prize-winning provincial exhibits. Space, however, will be available within the exhibition building at a cost fixed tentatively at 7s. 6d. per square foot, for any non-judged,

non-competitive displays that it may be considered advisable to send forward. It is strongly recommended that the various fruit provinces take advantage of the opportunity thus offered and arrange for fully representative exhibits. It might also be well for the larger exporting organizations to consider the desirability of sending forward special exhibits of their own, accompanied by attractive literature describing other packs, for general distribution.

ENGLISH FRUIT CROP PROSPECTS

It is too early yet to make any reliable forecast as to English apple crop prospects, as the indications at this time usually suffer modification, and sometimes are completely falsified by the event. As far as present appearances go, however, the situation is as follows:—

A mild winter was followed by a blossoming period considerably in advance of normal. There was a great deal of warmth and sunshine early in April, and the trees everywhere were budded very heavily, but severe frosts occurred in the middle of the month, as low as 13 degrees, after rain, hail and snow, being registered in some districts. It is not yet possible to estimate accurately the amount of damage that has been done, but it is probably considerable.

Berry crops.—The prospects for strawberries and raspberries are regarded as fairly good, though the early blossoms of the former were injured by the frosts, and the yield may be about 10 per cent below the average. Raspberries are reported as vigorous and promising. The frosts are estimated to have destroyed 75 per cent of black currants, 50 per cent of gooseberries, and 30 per cent of red currants.

Plums and Pears.—Plums and pears were in full bloom at the time of the frosts, and have been considerably damaged. Plums blossomed very lightly, and with the further frost damage, the prospects are for a very short crop. Pears everywhere are not setting well, and a light crop is expected.

Cherries.—Cherries flowered freely, but the early varieties have been severely frost-injured, and the crop will be below the average.

Apples.—The show of blossom on apples was remarkably good. Early varieties were in full bloom at the time of the frosts and have been considerably injured, but the later varieties do not appear to have been much affected. The fruit is setting freely, and the present promise is for an excellent crop.

BRITISH STANDARD APPLE BOX

At the recent packing and grading conference held at the Chamber of Horticulture it was decided that the Canadian standard box (18 by 11½ by 10), which has been adopted by the Federation of British Growers, shall be known as the British standard box. The federation has received quotations for this box, which work out at 10d. to 12d. per box, c.i.f. London.

BRITISH APPLE GROWERS WAKE UP

The following comment on the London Fruit Exhibition, from the standpoint of English growers, will be of interest to Canadian shippers:—

“At the London Fruit Exhibition in the autumn British fruit growers will, for the first time, come before the public to be judged by their produce in definite competition against the finest growers throughout the Empire. The occasion will be so important to the industry that, quite apart from the mere details connected with the show, an immense amount of preparatory work will be necessary.

“The practical point is that the exhibition of fruit in London is merely a shop window display of samples of apples which it is implied British growers will be prepared to supply in commercial quantities from that time onwards. We have to know

that they can, and help them to do it. Nothing but an elaborate organization of the industry can achieve these results, involving as they do a solution of such problems as a census of production, central and local markets, distribution, transport charges and facilities, and many others. The London show is meant to advertise the fact that British growers are prepared actually to *market* commercial quantities of certain really valuable varieties of apples. This they can certainly do. But the leaders of the industry must realize that by pledging themselves to such a national idea they have assumed responsibility for organizing the industry in a way to guarantee success, and render impossible any future failure of the original standard. It is a noble aim, and one which is by no means impossible of attainment, but any one who knows the present condition of the industry will be aware that it means the crowding of some years' reform work into the next six months; and that 'will take some doing!'"

The above is a significant indication of the awakening of British apple growers to the need for progressive methods in marketing their fruit, and as such, should be noted by Canadian exporters.

FRUIT ADVERTISING PROPAGANDA

The Fruit Traders' Federation is proceeding with its schemes for the advertising of fruit to increase consumption. The publicity manager has addressed meetings in the principal distributing centres, and has organized a number of local committees to take in hand the active organization of a propaganda to increase sales and bring to the attention of the masses the value of fruit as an article of diet. Arrangements are stated to have been made for the distribution of fruit and vegetable news through 120 newspapers throughout the United Kingdom, and this will be supplemented, as occasion arises, by paid advertising. A first batch of 100,000 fruit recipe books is being printed for general distribution, the trade purchasing at £4 per 1,000, and retailing to customers at 6d. each. Another feature of the publicity scheme is the universal frame service to fruit retailers. This consists of a fumed oak frame in heavy sheet glass, 20 inches by 30 inches, with brass hanging chains and design engraved into the glass in colours. The delivery and fixing of this frame is carried out free of charge. A blank space is left in the mount for posters to be inserted week by week, which will be sent separately by the federation. A series of pamphlets and handbills will also be published in conjunction with the poster service. The frame complete, combined with one year's service, posters and leaflets, will be supplied for the sum of £2 2s. It is expected that 20,000 retailers will subscribe to this frame service.

THE APPLE MARKET IN DENMARK

The following reports have been received of auction sales of Washington and American apples in Copenhagen during the month of April:—

Date	Quantity Boxes	Origin	Variety	Extreme Price Range	Bulk Price Range
April 9.. . . .	.....	Oregon	Winesaps	25 to 27 Kr.	27 Kr.
April 16.. . . .	7,000	Oregon	{ Winesaps	24 to 28 Kr.	25 to 27 Kr.
			{ Newtowns	22.50/26.50 Kr.	24.50/26.50 Kr.
April 30.. . . .	.....	Washington	{ Winesaps	.....	22 Kr.
			{ Newtowns	.....	25 to 26 Kr.
April 30.. . . .	.....	New York	Baldwins	.....	30 Kr.

The first shipments of Australian apples were sold in Copenhagen as follows: Dunn's Seedlings, 35 kroner; Pearmain, 28 kroner per box. Subsequent small shipments sold as follows: Cleopatras, 31.50 to 32 kroner; Jonathans, 27.50 to 28 kroner. At the same sale come shipments of Western American apples, in somewhat defective condition, brought: Winesaps, 18 kroner; Newtowns, 19 to 21 kroner.

The rate of exchange during the month has been about 5.04 kroner to the Canadian dollar.

APPLE IMPORTS INTO THE UNITED KINGDOM

The following are the official figures of apple imports into the United Kingdom during April, 1917, 1920, and 1921, expressed in long hundredweights:—

			1917	1920	1921
Week ending April 9....	Total imported..	..	31,113	56,889	78,176
" " " 9....	From Canada..	..	4,326	16,314	14,172
" " " 16....	Total imported..	..	5,092	39,937	107,679
" " " 16....	From Canada..	..	689	3,606	13,092
" " " 23....	Total imported..	..	5,491	58,315	72,867
" " " 23....	From Canada..	..	1,143	9,605	1,204
" " " 30....	Total imported..	..	12,375	112,907	52,768
" " " 30....	From Canada..	..	4,759	4,776	200
During April.....	Total imported..	..	54,071	268,548	311,490
" "	From Canada..	..	10,827	34,301	28,668

THE APPLE MARKET IN BRAZIL

The attention of apple exporters is called to the reports of the Trade Commissioner for Brazil on the demand for Canadian apples in that country, which appeared in *Weekly Bulletin* No. 902.

APPLE MARKET IN ARGENTINA

Mr. B. S. Webb, Canadian Trade Commissioner at Buenos Aires, writes as follows on the market for apples in that territory:—

The Buenos Aires market demands a large red apple running from 72 to 150 to the case. Delicious may be said to be the favourite variety, other good sellers being Spitzenburg, Jonathans, Rome Beauty, Mackintosh Red, Winter Banana, Winesaps, and in fact any well coloured red fruit. Grimes Golden will not sell and a fine eating apple such as the Newtown Pippin will fetch a smaller price than an inferior but more showy variety. In general, yellow fruit is not liked and does not sell well, the Newtown Pippin has a limited sale in the larger sizes. There is a large sale for well-coloured Ben Davis in barrels, but this fruit should never be boxed for the Argentine market. The grading is a very important item in this class of trade.

Packing and Shipping

Each apple should be wrapped in paper and shipped in cases only. Barrels or half barrels are not wanted, except in the two classes before mentioned. Particular care should be given to the matter of grading. It must be remembered that Canadian apples on arrival are compared with those of our competitors in Washington and Oregon, and some of the fruit exporters from these States have made the question of grading and packing their fruit for export a special study. Many of the Pacific shippers have adopted a brand, and enclose in each case a large showy label bearing the brand and in this way their products have become known to the retail trade. All fruit must be shipped in cold storage. It should not cost more to ship apples in refrigerated space from Canadian ports than from New York.

The last consignment from Nova Scotia to be sold on commission resulted in a small loss due to the predominance of Gravensteins, an unwanted variety. Had it not been for the unduly large proportion of Gravensteins, the consignment would have returned a good profit after paying a comparatively high commission. These apples were shipped from New York, and it is reasonable to suppose that, if they could be shipped from Montreal or Halifax, the saving in cost of railway haulage would enable them to be sold here even more advantageously.

There is no fruit market here such as exists in Liverpool, and the selling of a consignment to arrive, or the shipment of a lot to the order of a Buenos Aires fruit merchant, involves elements of speculation so large that the shipper would have been

obliged to (a) insist upon cash against documents in Canada, or (b) to have a representative here to look after collections and to undertake the liquidation of any consignment which may not be accepted on arrival.

The fruit merchants themselves will not put up cash in Canada, but there are a number of resident merchants willing to accept orders from the fruit merchants and to finance the fruit to Buenos Aires.

I believe that if the Canadian Government Merchant Marine were to run refrigerated steamers out of Canadian ports to Buenos Aires that it would pay Canadian growers, co-operatively or individually, to keep a man down here during the apple season.

REDUCTION IN FRESH FISH SUPPLIES IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, May 6, 1921.—The return of fish landed by British fishing vessels in the United Kingdom during the first quarter of this year show that the steady increase in quantity which has prevailed since the end of the war and was still evident in the case of England during January, has received a distinct check, and although English supplies for the three months exhibit a small increase over 1920, there has been a falling-off both in the case of Scotland and Ireland.

At the same time, however, aggregate values show a further reduction towards the normal.

First Quarter 1920	Quantity Cwt.	Value £
England and Wales.	2,198,317	5,166,642
Scotland.	1,426,795	1,726,963
Ireland.	108,169	104,217
	<hr/> 3,733,281	<hr/> 6,997,822
First Quarter 1921—		
England and Wales.	2,335,172	4,649,707
Scotland.	1,299,979	1,404,049
Ireland.	75,464	79,458
	<hr/> 3,710,615	<hr/> 6,133,214

The chief reasons for the falling-off have been the high price of coal and the depressed conditions of trade, which have caused widespread unemployment and a curtailing of spending money.

As the coal strike commenced early in April and is still going on, it is to be anticipated that there will be a much heavier shrinkage in the quantity of fish landed recently, and this under ordinary circumstances might stimulate a better demand for *canned salmon* were it not for the extravagant prices which retailers are still demanding.

Recent reports, however, still point to very little movement in the trade, and as it is universally known that the country is full of huge quantities of *canned salmon* (Canadian, American and Siberian), there is little likelihood of any substantial reduction in stocks until selling prices are substantially brought down.

While the position is a difficult one for the trade, it must be realized that a chief cause of the popularity of *canned salmon* among the working classes was its cheapness, an attraction which has altogether disappeared in recent years.

EXHIBITION OF ORGANS AT THE BRITISH INDUSTRIES FAIR: A CORRECTION

Mr. Harrison Watson, Canadian Government Trade Commissioner in London, in reporting on the British Industries Fair in *Weekly Bulletin* No. 895, page 511, wrote as follows: "It is true that the Bell Piano and Organ Company, Limited, of Guelph, make a display of organs, but it is stated that these are manufactured in their United Kingdom branch."

In making this statement, Mr. Harrison Watson relied on information furnished him by the Director of the Fair, which, however, is now found to be erroneous. The Bell Piano and Organ Company have drawn attention to the fact that the organs shown at the Fair were all manufactured in Guelph, Ontario, and that although they have a factory in London, no organs are made there. It is due to the company that this correction should be made.

THE TRADE RELATIONS OF THE MANCHESTER DISTRICT WITH CANADA

Sir Edwin Stockton, president of the Manchester Chamber of Commerce, has contributed, through Mr. J. E. Ray, Canadian Government Trade Commissioner at Manchester, the following summary of his views on the trade relations between Canada and the industrial centres of Lancashire:—

"To the Canadian who has never been in the industrial North of England, it is probably difficult for him to realize the magnitude of the industrial population for whom Great Manchester is the natural centre. The numerous towns within a radius of twenty-five to thirty miles all send their goods into Manchester either for export to foreign countries or sale to the home warehouses. Greater Manchester is also the distributing centre of the general necessities of life for this vast industrial area, housing a population of more than eight millions of people within a radius of fifty miles. This is made possible by the existence of the Manchester ship canal, by means of which, although the city is forty miles from the sea, all the products of the West, the East, the Tropics and the Antipodes can be delivered by steamer right into the heart of Manchester.

"A network of railways intersects this closely packed industrial area, giving a degree of efficiency which cannot be excelled in any other part of the world. The value of Manchester as a market is thoroughly appreciated by those important sections of the Canadian commercial community who have already established business relations. There is a direct line of steamers between Canada and the port of Manchester, by the use of which I believe it is possible for shippers to save something like seven or eight shillings a ton on the freight for most classes of merchandise as compared with charges if sent through another port.

"Thanks to the grain elevators of the largest and most modern type with which the port of Manchester is equipped, we are able to import considerable supplies of wheat, etc., from Canada. We get fruit in great quantities, also timber, oil, starch and leather. Bacon and dairy produce are very important imports into Manchester. Nowadays Canadian cheese is quite a familiar phrase to the Manchester housewife. There is no doubt, however, that in normal times there will be ample field for extension in these trades, as well as in other branches; and the best possible means of this furtherance is to pay a visit to England and personally investigate the opportunities for development.

"Recently trade has been admittedly at a low ebb; but demand will surely develop in the near future, because cotton cloth is a necessity of life, and consumers have been holding off so long that they simply cannot continue to do so much longer. As the demand strengthens, prices will certainly stiffen.

"One important point in connection with the slump from which we have been suffering was the attempted cancellation of contracts in certain quarters. I am glad to be able to testify to the admirable way in which Canadian buyers have stood to their commitments. They have, of course, sought what concessions they could secure, but comparatively few of the cases of flagrant contract cancellations which have come before the Manchester Chamber of Commerce have arisen in Canada. Those we have dealt with have very often been satisfactorily adjusted by the sympathetic intervention of the local Boards of Trade—bodies which always seem to me to be conducted on sound business-like lines."

THE NEW BUDGET OF THE UNION OF SOUTH AFRICA

ASSISTANT CANADIAN TRADE COMMISSIONER P. W. WARD

Cape Town, April 21, 1921.—The Union Government's Budget proposals, brought down in the House of Assembly here on Friday last, by the Honourable Mr. Burton, Minister of Finance, are commented upon, generally, as being a successful effort to distribute the financial burden equally throughout the community. Incidentally, it may be mentioned that a well-organized campaign, which was recently inaugurated by local footwear manufacturers, to secure an additional 20 per cent Customs duty on boots and shoes, and which was also recommended by a Special Commission appointed by the Government to inquire into South African manufacturing conditions, has not succeeded in influencing the Government to alter the Tariff in this respect: the Minister stating that a further imposition in the direction named would be construed as an interference with the present trend to a lower level in the cost of living. No increased duty on footwear is being levied, and, so far as can be learned, any further protection afforded to the boot and shoe industry here will not be by means of additional customs duty.*

TAXATION PROPOSALS

The estimated expenditure for the financial year 1921-22 amounts to \$160,000,000 with a possible revenue of \$128,000,000 leaving a shortfall of \$32,000,000. The methods adopted to meet this deficiency are three: first, a reduction of expenditure by \$13,250,000; second, a transfer of receipts from Loan to Revenue Account, amounting to \$6,500,000; and third, by additional taxation. In regard to the first method, the most significant reduction is that of the Public Service Cost of Living Allowance, which is to be reduced by quarterly stages until, at the close of the year, it disappears altogether.

Additional taxation falls under two heads: first, Customs and Excise; and second, direct or personal taxation. The increased customs duties are imposed on bioscope and cinematograph films, and on spirits and tobacco, and increased excise duties on spirits, beers, and tobacco. It may be mentioned that a year ago all customs duties were reduced to their pre-war level, with the exception that an additional 5 per cent was levied on imported boots and shoes. It is now proposed to further aid the local industry by placing on the free list such items as glace kid, white buckskin and other leathers, and also shoemakers' sundries, such as eyelets, etc. A schedule of the articles concerned will be issued shortly.

In regard to what may be called "personal taxation," it is proposed to introduce a Bill, shortly, for the imposition of a union death duty: the Finance Minister remarking that "there is no doubt this is the fairest and soundest way of taxing capital, and does not remove any incentive to the creation of wealth, or the passing on of wealth."

*Importations of boots and shoes into the Union have been prohibited until December 31, 1921, except under licence, according to a recent cable from the Trade Commissioner at Cape Town.

INCREASED POSTAL RATES

It is proposed to increase the letter rate within South Africa and to other British Dominions to 2d. (4 cents) per oz. and for newspapers, whether sent privately or in bulk by publishers, to ½d. (1 cent) for 4 oz. with a limitation of 2 lbs. as a maximum weight. Hitherto there was no limitation of weight in newspaper mailing.

Increased duty is levied also on brokers' notes, original scrip, and overseas assurance companies' interim policies.

INCOME TAX

In past years farmers have been given an option as to the basis on which they should be assessed for income tax. This assessment will now be made solely on a trading account basis, wherein the farmer will have to show, in his tax return, the value of livestock held both at the beginning and end of each financial year.

At the date of last year's budget the assessment figure at which income tax was rated commenced at \$2,500. This figure has, in the present budget, been restored to its former level, viz.: \$1,500. A revised schedule of abatements has also been instituted, whereby, the allowance for each child in a family is increased from \$150 to \$250, under which the man with a smaller income benefits to the full extent, while those having large incomes cease to receive any abatement.

The super-tax is again revised to the extent that it now commences to function with incomes of \$25,000 instead of \$37,500, and the rate is increased by an average of nearly 100 per cent.

An interesting feature is that gifts—ecclesiastical, educational and charitable which were formerly allowed as deductions on income tax returns, are not hereafter to be recognized.

The Finance Minister is not optimistic in regard to a return of normal trading conditions during the present year, and the estimates of revenue from Customs, Excise and general trading taxation are very conservative. He mentions, however, that the returns for March are beyond expectations, and believes that a sounder basis of trade in South Africa will follow the present deflation period.

THE VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

TRADE COMMISSIONER D. H. ROSS

Melbourne, Australia, April 23, 1921.—In sequence to the reports from this office, which appeared in *Weekly Bulletins* Nos. 873, 883 and 886, relative to the large quantity of electrical equipment required by the Victorian Government in its scheme for utilizing the brown coal deposits at Morwell for electrical power, Canadian manufacturers are further advised that tenders for large quantities of additional equipment are now being called for.

The additional supplies required are briefly described as follows:—

SPECIFICATION NO. 95

Section 1.—Supply, delivery and erection on the site near Morwell, Victoria, of the whole of the structural steelwork, steel floors, ladders, railings, etc., of the Power Station Buildings shown on the drawings accompanying the specification, excepting only such portions of the work as may be expressly excluded by this specification and/or the accompanying drawings.

Section 2.—Roof covering, louvres, gutters, and down pipes.

SPECIFICATION NO. 99

The supply and delivery, also the superintendence of erection, testing, and maintenance at the site in every way complete of plant consisting of:—

Section 1.—Twelve water tube boilers, with mechanical stockers, fans, air-ducts, etc.

Section 2.—Platforms and ladders for the twelve boilers covered by section 1.

Section 3.—Six steel chimneys, flues, and dampers with operating gear for the twelve boilers covered by section 1.

Section 4.—Sooting and dust extraction equipment for the twelve boilers covered by section 1.

Section 5.—Ash handling plant complete for the twelve boilers covered by section 1.

Section (General).—(Applicable to all sections).

Auxiliary and accessory plant and apparatus pertaining to the above all as specified.

CHARGE FOR SPECIFICATIONS AND DRAWINGS

Owing to the heavy cost of preparation and printing of specifications and drawings the State Electricity Commission of Victoria has issued the following scale of charges:—

For first three copies of tender forms, specifications and drawings—Contracts No. 95 and No. 99, £5 5s., or \$25.55.

For each subsequent copy with drawings, £1 11s. 6d., or \$7.66.

For each subsequent copy without drawings, £1 1s., or \$5.11.

A limited number of the tender forms, etc., is being forwarded to the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa, for the information of Canadian manufacturers (refer to File No. 26137).

Application to the department for copies of the contract form, specification and drawings required by Canadian manufacturers should be accompanied by a Post Office Money Order payable to the State Electricity Commission of Victoria, Melbourne, Australia, in accordance with the charges stated herein.

Copies of the specifications are also being forwarded, on similar terms, to the office of the Canadian Manufacturers' Association, Toronto.

DEPOSITS ON TENDERS PAYABLE IN CANADA

As in the case of previous specifications, to facilitate the interests of Canadian tenderers, the Electricity Commissioners have arranged with the Department of Trade and Commerce, Ottawa, that the amount of each preliminary deposit can be made in Canada. The amount of the deposit is to be paid to the accountant of the Department of Trade and Commerce, Ottawa, and his official receipt only need be forwarded with the tender to Melbourne. The elimination of the more circuitous method of deposits being sent to Australia, and possibly being returned to Canada, makes the payment in Canada a convenience alike to the Commissioners and tenderers.

TENDERS CLOSE IN MELBOURNE IN AUGUST, 1921

Tenders, on the prescribed forms, close at Melbourne on August 14 and 15 for specifications No. 99 and No. 95, respectively, and must be addressed to the Secretary, State Electricity Commission of Victoria, 673 Bourke Street, Melbourne, Australia. The latest mail by which tenders can be forwarded, in time to reach Melbourne before the closing date, is that now scheduled to leave Vancouver by the *Niagara* on July 8 and due at Melbourne on August 4, 1921.

GOLD COAST'S £26,000,000 TRADE

It seems almost incredible that an African territory with a population of little over a million and a half, of whom all but 1,000 are natives, should enjoy a trade in one year, imports and exports, of £26,000,000, says the *British Export Gazette*. That, however, was the Gold Coast's fine record last year, the amount being an increase of £8,500,000 on the total for 1919. We are not surprised that General Guggisberg, in his recent message to the Legislative Council of the Colony, was most optimistic as to the future. Even though necessarily recognizing the prospect of a continuation of low prices for produce, he nevertheless saw no reason to doubt that steady sales would be a feature of the current year, and, therefore, no cessation of prosperity need be feared.

IMPORTS INTO NEW ZEALAND FROM CANADA FOR FISCAL YEAR ENDING MARCH 31, 1921

TRADE COMMISSIONER W. A. BEDDOE

Auckland, April 26, 1921.—It is interesting to note that the imports from Canada into New Zealand for the fiscal year ended March 31, 1921, were valued at £633,276 more than for the corresponding year ended March 31, 1920. It will also interest Canadian manufacturers to know that there were orders in New Zealand, amounting to large sums of money, which could not be filled. The reason for this was twofold. First, the Canadian manufacturers were unable to fill the orders. Secondly, orders could not be filled because New Zealand paper could not be discounted in Canada, and the New Zealand banks declined to issue letters of credit. The New Zealand banks stated that it was unreasonable to ask them to finance the imports as well as their exports, and inasmuch as imports had exceeded the exports by £15,000,000, the time had come to call a halt.

Notwithstanding this condition, which seriously affected Canadian business, during the fiscal year trade between Canada and New Zealand had increased to the extent of \$3,166,375 over the previous year, not altogether accounted for by enhanced prices.

INCREASES AND DECREASES

In looking over the increases, it is found that out of twenty-six articles, eighteen entered New Zealand under a preferential tariff, and eight entered free, duties being equal throughout the world for the latter.

With respect to decreases, four items entered under a preferential tariff and six entered free. The largest item of decrease was liquors, the next one fencing wire, and the next nails and motor cars.

With respect to liquors, this is an importation which changes very much and has no particular significance. With respect to fencing wire, the farmers have not been able to get their produce to market regularly in consequence of the watersiders' strikes, so that money has not been available for wire fencing. This will remedy itself. The same argument applies to nails. The stocks may be full to-day, but within the next few months there will be substantial orders for nails.

With respect to motor cars, enormous credits have had to be established in Canada to assist in the importation of these cars and the New Zealand banks have endeavoured to curtail these credits, inasmuch as they lean to the side of luxuries. The consequence is that Canadian motor vehicles have not been imported in the same ratio as in the past. This also will return to normal conditions in due course. It is rather interesting to note that in the increases, eighteen numbers figure as enjoying the preferential tariff, while eight figure on the free list, and it must be always understood that when articles in New Zealand figure upon the free list, it means that they are free not only to Canada, but also to the rest of the world. On the other hand, in the decreases, four items figure as enjoying the preferential tariff: that is, iron and steel—bar bolt and rod, pig iron, nails, and motor cars. The articles admitted free are apples, whisky, gin, geneva and schnapps, gum boots, fencing wire, and calcium carbide.

The decreases such as iron and steel, nails, fencing wire, and motor cars, when the financial condition changes, making it easier to transmit money, will automatically become increases.

THE FINANCIAL STRINGENCY

In support of the contention that New Zealand banks have been asked to finance imports, for the first time for many years the bank advances exceeded the deposits to

the extent of £5,300,000. This clearly indicates that the higher demand upon the banks has been due to excessive imports.

One of the difficulties with respect to imports has been that orders given in Great Britain two and a half years ago at the then high price, have been sent along within the last few months, accompanied by sight documents, which merchants in New Zealand have had to honour. This is one of the reasons for the high price of goods at the moment.

THE HARDWARE MARKET

With respect to hardware, the stocks are not large. A fire in an importing hardware house recently disclosed that very low stocks were kept compared with what was generally supposed was carried. The stocks in heavier iron goods, hardware, etc., are heavier than the stocks in what might be described as shelf ware. These are very low.

The leading hardware importers of New Zealand are not only wholesale but they retail over the counter, and describe themselves as ironmongers, whereas in Canada they would be described as hardware dealers. Their shelf goods are generally low, and these stocks will not be replenished to any large extent until monetary conditions change, and business returns to normal conditions.

The first quarter of this year shows satisfactory results, notwithstanding the unfortunate interruption to shipping during February and March. The exports for January, February, and March were higher than in the same period of 1920.

There are many causes tending to restrict importations, a condition of affairs which will assist greatly in restoring the financial equilibrium, and it is confidently anticipated that a closer balance between exports and imports will shortly be apparent.

AN IMPROVED OUTLOOK

Taking the situation by the large, the financial outlook in New Zealand is much better than it was three months ago, and the financial situation may be regarded as sound.

The recent statement of the Prime Minister of New Zealand, to the effect that he favours increasing the British preference rather than reducing it, has tended to harden the Imperialistic spirit which pervades the commercial life of New Zealand.

The cement mentioned herein is a portion of that which I succeeded in importing free of tariff, and is a substantial contribution to this year's imports.

The following shows the total value of imports into New Zealand from Canada during the fiscal years ended March 31, 1921, together with articles affected by, and value of, the Canadian preference:—

Article	Value	Canadian Preference
I. Foodstuffs of animal origin—		
Fish preserved in tins or other air-tight vessels.	£ 73,399	1d. per lb.
Smoked, dried, pickled and salted, n.o.e.	423	5s. per cwt.
Sausage casings and skins.	5,470	—
Provisions, n.o.e.	2,133	10%
II. Foodstuffs of vegetable origin—		
Caramel.	15	—
Confectionery—chocolate in fancy packages.	27,147	4%
Chocolate, in plain trade packages.	8,444	3d. per lb.
Unenumerated.	12,435	3d. per lb.
Fruits, bottled and preserved in syrup.	784	12½%
Fresh, apples.	7,627	—
Grain and pulse, unprepared, barley.	2	—
Grain and pulse, unprepared, oats.	2	—
Grain and pulse, unprepared, wheat.	2	—
Grain and pulse, unprepared, beans.	20	—
Grain and pulse, unprepared, other.	210	—
Jams, jellies and preserves (including marmalade and preserved ginger).	20	3d. per lb.
Macaroni and vermicelli.	75	—
Hops.	42	—
Vegetables, dried and preserved.	684	10%
Onions.	604	—
Sugar—glucose.	301	—

IMPORTS INTO NEW ZEALAND FROM CANADA.—*Continued*

Imports into New Zealand from Canada—	Value	Canadian Preference
Article		
III. Beverages (non-alcoholic) and substances used in making the same—		
Cocoa and chocolate..	1,126	3d. per lb.
Unenumerated non-alcoholic beverages..	96	—
IV. Spirits and alcoholic liquors—		
Spirits (other than beverages), essences, flavouring and culinary, containing over 33 per cent proof spirit..	3	—
Perfumed..	37	—
Spirits of wine..	5,285	—
Methylated spirits..	35	—
Whisky..	136	—
N.o.e..	33	—
Gin geneva, and schnapps..	244	—
V. Tobacco and preparations thereof—		
Cigarettes..	273	—
Cigars..	589	—
Snuff..	2	—
Tobacco, manufactured, cut..	2	—
VI. Live animals—		
Cattle, for stud purposes..	2,810	—
Poultry..	71	—
VII. Animal substances not being foodstuffs—		
Hair, not made up, other..	20	—
Hides, pelts and skins, undressed, other..	222	—
VIII. Vegetable substances and non-manufactured fibres—		
Seeds, grass and clover..	3,042	—
Other..	152	—
Yarns, other..	1,355	10%
Wood-pulp..	14,571	—
Farming materials, crude, other..	3	—
IX. (a) Apparel—		
Apparel and ready made clothing..	115,447	12½%
Boots and shoes: children's (Nos. 0-6), boots, shoes, shoettes, sandals, clogs, pattens, slippers and goloshes..	134	10%
Cork and sock soles, moulded rubber shoe and slipper soles..	2,431	10%
Goloshes and overshoes of rubber, felt slippers with carpet, twine and champion, gymnasium, yachting and lawn-tennis boots and shoes with moulded india-tuber soles: shoettes and sandals, n.o.e..	23,768	11½%
Grindery, n.o.e..	8,910	—
Gum boots, halfknee, knee and thigh..	8,214	—
Vamps, uppers and laces..	256	11½%
Other..	1,764	7½%
Corsets..	54,422	12½%
Furs and fur trimmings..	22,346	12½%
Gloves, n.o.e..	4,352	12½%
Haberdashery, brace elastic and brace mountings, gold and silver lace, etc..	32	—
Buttons, tapes, pins and needles..	2,038	—
N.o.e..	66	10%
Hats and caps..	235	12½%
Hosiery..	48,978	12½%
Millinery, unenumerated..	34	12½%
Minor articles, n.o.e., for making up apparel, etc..	13	—
Tailors' trimmings..	1,744	—
Umbrellas..	15	10%
Apparel made to order..	17	17%
(b) Textiles—		
Articles, n.o.e., partly or wholly made up from textiles, felt or other piece goods..	81	10%
Blankets, woollen..	636	10%
Carpets, druggets, druggetting, carpeting and floor cloth, n.o.e..	21	—
Drapery, n.o.e..	267	10%
Matting, n.o.e., and mats..	421	—
Piece goods, cotton, n.o.e..	1,118	—
Woollen, n.o.e., of pure or mixed wool..	2,216	10%
Cotton, tubular woven for meat wraps..	157	—
Other silks, satins, velvets and plushes of pure or mixed silk..	172	10%
Rugs, woollen..	59	10%
Sewing silks and cottons, n.o.e..	2,502	—

IMPORTS INTO NEW ZEALAND FROM CANADA.—*Continued*

Article	Value	Canadian Preference
IX. (a) Apparel— <i>Con.</i>		
(c) Manufactured Fibres—		
Cordage and rope, iron and steel.. . . .	161	20%
n.o.e..	2,031	10%
Bags and sacks, other.. . . .	8	—
Twine, other.. . . .	161	10%
X. Oils, Fats, and Waxes—		
Greases: axle greases and other solid lubricants.. . . .	299	10%
Naphtha, wood.. . . .	1,211	—
Oils (not essential): in bulk, n.o.e.. . . .	358	1/5d. gal.
Mineral, lubricating.. . . .	25	1/5d. gal.
Vegetable, linseed.. . . .	272	—
In vessels less than 1 gallon.. . . .	59	—
Tallow, unrefined.. . . .	602	—
Waxes, beeswax.. . . .	—	—
Carnauba.. . . .	58	—
XI. Paints and varnishes—		
Paints and colours, ground in oil or turpentine.. . . .	34,562	6d. per cwt.
Mixed, ready for use, other.. . . .	17,024	1/- per cwt.
Unenumerated (inc. dry colours, n.o.e.).. . . .	381	10%
Dryers, liquid, n.o.e.. . . .	50	—
Putty.. . . .	36	6d. per cwt.
Terebene.. . . .	79	—
Varnishes, lacquers,, and gold size.. . . .	2,410	4 4/5d. per gal.
XII. Stones and minerals used industrially—		
Stone—mill, grind, and whetstones.. . . .	75	—
XIV. (a) Metal, unmanufactured and partly manufactured and ores—		
Iron and steel: bar, bolt, rod.. . . .	21,136	20%
N.o.e..	140	—
Pig..	108	—
Brass: pigs, bars, blocks, rods, bolts, strips, angle, and tee.. . . .	107	—
Antifriction metal.. . . .	203	—
XIV. (b) Metal manufactures, other than machinery and machines—		
Blacksmiths' anvils, forges and fans.. . . .	411	10%
Bolts and nuts.. . . .	4,506	—
Chains and chain cables.. . . .	746	10%
Fencing staples.. . . .	12,837	—
Copper—pipes and tubes, plain.. . . .	44	—
Hardware, hollow-ware and ironmongery.. . . .	27,059	10%
Cutlery (inc. table forks and spoons).. . . .	2	10%
Iron and steel: angle and tee.. . . .	1,531	20%
Channel and girders.. . . .	1,166	20%
Galvanized manufactures.. . . .	101	12½%
Sheet, plain black.. . . .	12,197	20%
Tubes, pipes and fittings, 6-in. int. diameter and under.. . . .	53,885	20%
Cast, 9-in. and under int. diameter.. . . .	1,009	20%
N.o.e..	547	10%
Japanned and lacquered metalware.. . . .	29	12½%
Lamps, (not electric) lanterns and lampwick, gas mantles.. . . .	517	10%
Other.. . . .	1,632	10%
Nails, 1-in. and under including tacks.. . . .	42,725	1s. epr cwt.
Other, including dog spikes.. . . .	42,725	1s. per cwt.
Plate and platedware.. . . .	1,601	10%
Printing materials, stereotypes, matrices, and half tone and link blocks.. . . .	48	—
Type and materials n.o.e.. . . .	35	10%
Railway and tramway plant, n.o.e.. . . .	82	—
Rivets and washers.. . . .	529	—
Pumps: spraying.. . . .	11	—
Other.. . . .	9	—
Telephones and accessories therefor, etc.. . . .	269	10%
Tanks and cisterns.. . . .	2,144	6d. per 100.
Tinware and tin manufactures: other.. . . .	677	12½% gal. cap.
Tools and implements, axes and hatches.. . . .	392	—
Spades, shovels and forks.. . . .	1,359	—
Other.. . . .	6,303	—

IMPORTS INTO NEW ZEALAND FROM CANADA.—*Continued*

Article	Value	Canadian Preference
XIV. (b) Metal Manufactures, etc.—<i>Con.</i>		
Wire: fencing barbed..	3,346	—
Bare copper..	4,282	—
Fencing plain..	21,658	—
Iron, n.o.e..	8,628	—
Other plain metal cordage, etc..	4,438	20%
Other (free)..	1,525	—
N.O.E. (20%)..	11,023	10%
XV. Machinery and machines—		
Agricultural implements, etc.: mowers horse..	4,440	—
Cultivators, spring tire..	1,948	—
Drills and sowers..	2,483	—
Harrow, disc..	3,850	—
Hay rakes and tedders, horse..	798	—
Harrow, other..	844	—
Ploughs..	1,567	—
Reapers and reapers and binders..	6,072	—
Other..	18,512	—
Dairying—cream separating machines..	1,908	—
Other (10% pref.)..	3	10%
Other (free)..	21	—
Electrical, generators motors and transformers..	2,093	10%
Insulated cable and wire..	12,526	—
Electric batteries and cells..	8	10%
Lamps, including globes for arc lamps..	92	10%
n.o.e..	5,292	10%
Engines, gas, oil and hot air, other..	2,652	10%
Emery grinding machines and emery wheels..	150	—
Sewing machines..	115	—
Knitting machines..	257	—
Engines portable and traction..	1,346	10%
Typewriters..	323	—
Tools, engineers and metal, wood, grass and stone-workers, being machine or hand..	2,375	—
n.o.e (20%)..	5,585	10%
Materials and parts (dutiable)..	10,433	10%
Materials and parts (free)..	691	—
Unenumerated (5%)..	43	10%
XVI. (a) Indiarubber and manufactures thereof (not inc. tires) —		
Hose tubing and piping..	2,836	20%
Other (free) washer rings, gloves, etc..	85	—
XVI. (b) Leather and manufactures thereof including sub- stitutes—		
Belting, leather..	269	—
Other (Inc. canvas and rubber)..	2,259	10%
Leather: hide leathers, dressed..	521	—
Japanned and enamelled..	14,109	—
Sole pump and skirt leather..	9,765	—
Leather calfskins whole..	526	—
Felt-leather, harness, welting, strap, legging, bay and bridle, kip, other than East India..	12	—
Sheepskins and lambskins, n.o.e..	13	—
Portmanteaux and travelling bags, leather bags under 10 in. long..	143	10%
10 in. and over in length..	1,335	12½%
Saddlery and harness n.o.e..	51	10%
Unenumerated manufactures of leather..	87	10%
XVII. (a) Timber—		
Laths..	8,353	—
Sawn, n.o.e. rough, Oregon pine..	21,426	—
Sawn, n.o.e. rough, other..	10,205	—
Logs, hewn other..	256	—
Sawn n.o.e. dressed, other..	5	—
Shingles..	5,913	—
Unenumerated..	314	—
XVII. (b) Wood, cane, and wicker manufactures—		
Carriage materials, shafts spokes and felloes in the rough..	297	—
Shafts, etc., dressed..	531	—
Wheels..	347	10%
Doors and sashes..	16,350	10%
Furniture, cabinetwork and upholstery, n.o.e..	16,120	12½%
Handles for tools: broom, mop, hoe, etc..	236	—
Other..	372	—
Billiard tables and requisites..	2	10%

IMPORTS INTO NEW ZEALAND FROM CANADA.—*Continued*

Article	Value	Canadian Preference
XVII. (b) Wool, cane and wicker manufactures—<i>Con.</i>		
Picture and photograph frames and mounts.. . . .	200	10%
n.o.e..	2,617	10%
Tackle blocks, wooden.. . . .	88	—
Woodenware and turnery, n.o.e..	38,181	10%
XVIII. Earthenware, china, glass, stoneware, cements and cement materials—		
Cement, building, portland and other structural.. . . .	21,772	2s. cask.
China, porcelain and parian ware.. . . .	12	10%
Glass and glassware, crown sheet and common window glass.	470	—
Glass bottles, plain, empty.. . . .	107	—
Glassware, n.o.e..	2,527	10%
Mirrors and looking glasses.. . . .	52	12½%
Plaster of paris, gypsum and other like preparations (not being manures)..	4,622	—
Earthenware n.o.e..	210	10%
XIX. (a) Paper—		
Bags, n.o.e..	6,013	12½%
Butter paper, waxed paper and other vegetable parchment unprinted.. . . .	10,426	—
Cardboard boxes, materials for, other.. . . .	25,953	—
Paperhangings..	50,461	—
Cartridge drawing paper.. . . .	1,183	—
Printing paper..	362,853	20%
Wrapping unprinted.. . . .	75,224	2/6 per cwt.
Writing not less than "demy"	30,353	—
XIX. Stationery—		
Books, papers, and music, printed, n.o.e.. . . .	453	—
Calendars and showcards.. . . .	840	12½%
Handbills, circulars, programmes, etc.. . . .	645	3/5 per lb.
Inks, printing..	1,138	10%
Manufactured, n.o.e..	210	12½%
Pictures, etc., n.o.e..	26	—
Other (free)..	266	—
n.o.e. (20%).. . . .	13,956	10%
XX. Jewellery, timepieces and fancy goods—		
Fancy goods and toys.. . . .	3,014	10%
Jewellery, other.. . . .	595	10%
Sporting, gaming and athletic requisites, n.o.e.. . . .	372	10%
Timepieces, parts and materials for 20%.. . . .	1,426	10%
“ “ “ “ free.. . . .	371	—
“ “ “ “ 20% and 10%.. . . .	767	10%
Watches.. . . .	797	—
Clocks.. . . .	7	10%
Tobacco, pipes and cases, and cigarette papers, cigar and cigarette holders and cases.. . . .	9	10%
Other.. . . .	2	10%
XXI. Optical, surgical and scientific instruments—		
Cinematograph, bioscope and kinetoscope films.. . . .	435	—
Optical, microscopes and telescopes and slides and lenses therefor.. . . .	780	—
Photographic materials and goods—		
Cameras, including lenses.. . . .	545	10%
Scientific, n.o.e.. . . .	3	—
Surgical and dental.. . . .	897	—
XXII. (a) Drugs, chemicals and druggists' wares—		
Calcium carbide.. . . .	6,687	—
Acids, acetic.. . . .	280	—
Baking powder, yeast, preparations, etc.. . . .	14	10%
Calcium chloride.. . . .	61	—
Chemicals and chemical preparations, n.o.e.. . . .	176	10%
Disinfectants.. . . .	671	—
Dyes.. . . .	131	—
Gums (other than kauri and rosin).. . . .	8	—
Medicinal preparations, drugs, and druggists sundries, n.o.e..	1,302	10%
Medicinal preparations containing over 50% proof spirit..	2,446	—
Toilet preparations.. . . .	1,582	12½%
Sera, vaccines and bacteriological products.. . . .	19	—
Soda, nitrate, n.o.e., and acetate (including alralline compounds).. . . .	44	—
Soda, caustic.. . . .	20	—
Drugs, other.. . . .	97	10%

IMPORTS INTO NEW ZEALAND FROM CANADA.—*Continued*

Article	Value	Canadian Preference.
XXIII.—Miscellaneous—		
Arms, ammunition and explosives, caps, percussion.. . . .	5	10%
Cartridges: .25 calibre and under.. . . .	1,009	10%
Cartridges: n.o.e.. . . .	21	1/3 per 100
A & m.s.. . . .	1,871	—
Brushes, brushware and brooms.. . . .	4,202	12½%
Asbestos sheets, slates and tiles.. . . .	1,398	—
Other.. . . .	340	—
Combs, hair and toilet.. . . .	214	10%
Brushmakers' materials.. . . .	415	—
Consular, army and navy officers, official supplies for.. . . .	96	—
Instruments, musical, materials and parts: Action work, keys, etc., for making pianos.. . . .	4,418	—
Other.. . . .	257	10%
Organs and harmoniums.. . . .	14,157	10%
Pianos.. . . .	15,195	10%
Pianolas, gramophones and other instruments for rendering music by mechanical means.. . . .	1,098	10%
Record for pianolas, gramophones, etc.. . . .	7	10%
Other.. . . .	104	10%
Packing, engines.. . . .	287	—
Roofing and building materials in rolls, viz.:—malthoid, ruberoid, etc.. . . .	6,118	—
Furniture, floor and linoleum polishes.. . . .	115	10%
Brass and similar metal polishes.. . . .	1	10%
Harness oil and composition and leather polishes.. . . .	6	10%
Soap, n.o.e.. . . .	17	12½%
Vehicles, bicycles and tricycles.. . . .	8,367	10%
Materials and parts for same.. . . .	2,531	10%
Materials for, other. (Free).. . . .	2,299	—
n.o.e. (Dutiable).. . . .	1,642	10%
Carts, drays and wagons.. . . .	62	10%
Motors for road traffic and materials therefor—		
Cars, etc., mototr, n.o.e., passenger vehicles other than busses.. . . .	202,769	10%
Cars, busses, carriages and vehicles, motor driven.. . . .	93,281	10%
Chassis for passenger vehicles other than busses.. . . .	15,422	10%
Lorries, trucks, vans and busses.. . . .	19,880	10%
Rubber tires, tubes and covers.. . . .	216,465	—
Chassis for lorries, trucks, vans, busses.. . . .	60,210	10%
Other parts, etc.. . . .	56,162	—
Parts and materials n.o.e.—		
Axles, axle arms and axle boxes.. . . .	8,492	—
Springs, truck pedestals, mountings, trimmings, hinges, tire-bolts, etc., for vehicles and railway cars and wagons: metal fittings for vehicles (other than bicycles or motor vehicles).. . . .	2,940	—
Miscellaneous, unmanufactured.. . . .	36	—
Miscellaneous, manufactured.. . . .	696	—
Total.. . . .	£2,413,613	
Fiscal year ended March 31, 1921.. . . .	£2,413,614	\$12,068,065
Fiscal year ended March 31, 1920.. . . .	1,780,338	8,901,690
Increase, 1921 over 1920.. . . .	£ 633,276	\$ 3,166,375

PRINCIPAL INCREASES AND DECREASES

Increases		Decreases.	
Fish preserved in tins, etc.	£ 7,086	Fresh apples.	£ 4,016
Chocolate in fancy packages.	22,121	Whisky.	5,706
Confectionery, n.o.e.	6,444	Gin geneva and schnapps.	38,883
Apparel and ready made clothing.	72,490	Gum boots, half knee, knee or thigh.	3,072
Wood pulp.	5,966	Iron and steel—bar, bolt and rod.	15,730
Goloshes, felt slippers, etc.	7,736	Pig iron.	5,275
Corsets.	38,627	Other nails, including dog spikes.	29,247
Hosiery.	41,529	Wire fencing, plain.	31,550
Paint ground in oil, etc.	12,298	Calcium carbide.	6,874
Paint mixed ready for use.	8,519	Passenger vehicles other than buses.	21,583
Hardware, holloware and ironmongery.	5,184		
Tubes pipes and fittings 6 inches and under int. diam.	26,465		
Metal mfrs. n.o.e. (20%)	3,290		
Insulated cable and wire.	12,526		
Leather japanned and enamelled.	7,365		
Woodenware and turnery, n.o.e.	28,193		
Cement, building, etc.	21,772		
Butter paper, waxed, etc.	8,382		
Paperhangings.	28,370		
Printing paper.	152,254		
Wrapping, unprinted.	43,888		
Writing not less than demy.	8,041		
Stationery, n.o.e.	5,637		
Organs and harmoniums.	14,111		
Pianos.	7,019		
Rubber tires, tubes and covers.	101,066		

THE PRESENT ITALIAN SITUATION

TRADE COMMISSIONER W. McL. CLARKE

THE POLITICAL AND SOCIAL SITUATION

Milan, May 4, 1921.—An examination of the present Italian situation since the writer's return to Italy from Canada shows social conditions materially improved over those of last autumn. In September the socialistic party were in the ascendant and the extreme wing of the party made an abortive effort to set up a republic on the Russian model. Events of that month culminated in the taking over of many of the metallurgical establishments by armed workers. But this attempt at communism was still-born. The executive of one well-known Italian firm at Turin, met the situation by turning over their establishment in toto to the workers and then withdrew, only to be asked by these same operatives a little later to take over again the management of the factories.

The reaction, however, against communism came not so much from the industrialists as from the bourgeois of the nation. Backed by the middle classes and presumably by the industrial corporations, Italian ex-officers and returned men for the most part, bound themselves together into "fasci" or bundles—so called from the Fasces that ancient Roman lictors carried as symbols of law and order—to defeat communism. Hence the rise of the Fascisti party, which is exerting a considerable force in Italian political and social life at the present time. It is due largely to the influence of the fascisti that the constitutional parties are uniting against the socialists in the elections this month.

THE ECONOMIC SITUATION

Not only is the political and social atmosphere clearing, but state finances show improvement over last year. It was recently announced by the Prime Minister that the anticipated deficit of 14 billion lire on this year's budget would be reduced to 4

billion lire for the fiscal year 1921-22. Very appreciable though this indicated reduction is, yet on consideration of the means by which such improvement is to take place, the tendency toward equilibrium is not surprising. In the first place, what is known as the Government bread subsidy, which has been costing the Government some 6½ billion of lire annually, is being immediately reduced and will before long entirely disappear. This reduction is being effected by raising the legal price of bread to the public, which allows the Government to sell the imported wheat to the grain Consorziiums at a higher price. Heretofore the Government has been buying with a depreciated exchange foreign wheat at the high price of the producing countries, and has been selling it at home at prices which were considerably lower than even cost price. It was estimated in February that during the last four months of the present fiscal year (March to June), the deficit in the state budget by this means would be reduced by at least 2½ billion lire. It was also then evident that the annual loss would be still further reduced with a fall in the price of foreign grain, with a more normal exchange rate, and with an increase in the cultivation of home-grown cereals. The first two of these factors have each since February been making themselves felt. Moreover, the Italian Food Controller has intimated recently that the regime of Government control of wheat will terminate in all probability this fall, and if such occurs, as is now anticipated, the adverse sum of 6 billion of lire will be erased from next year's ledger.

Increased taxation is also greatly assisting in reducing the budget deficit, inasmuch as there is a consequent increase in state revenue. While the revenue for the financial year 1918-19 was 5,865 million lire, that for the succeeding year, 1919-20, was 7,217 million lire or an increase of 1,852 million lire. In the first nine months of the present fiscal year the revenue derived by the state has been more than that anticipated by the Minister of the Treasury for the entire twelve months and has amounted to 7,588 million lire, as compared with 4,950 million lire for the corresponding period of last year, or an increase of 2,638 million lire. Income taxes, the super-tax, war excess profits duties, the tax on the increase of wealth due to the war, the tax on business, stamp duties, the luxury tax, consumption duties, the excise duties, and the state monopolies have all yielded a higher return throughout the months of the present fiscal year.

LARGE ITALIAN INVESTMENTS IN TREASURY NOTES

Another favourable feature which makes for the amelioration of the state finances is the investment by Italians of a part of their savings and profits in Government Treasury Notes. The value of these Treasury Notes in circulation on December 31, 1919, was 14,878 million lire, to be reduced to 8,524 million lire on June 30, 1920, through the funding of nearly 6 billion in the spring Government loan of that year; but on December 31, 1920, their value had again increased to 13,174 million lire, and at the end of February of this present year amounted to about 16,000 million lire. This absorption of state securities, which of course is in addition to ordinary bank savings or money saved in other ways, means an investment at the present rate of over a billion lire a month, and while it is illustrative of the thrift and of the patriotism of the Italians, it at the same time represents that much revenue to the state and naturally will go far to redress the budget deficit.

SHRINKAGE IN CURRENCY ISSUES

According to data available at the middle of March, there is also taking place a shrinkage in currency issues. On the 31st of December, 1920, the bank notes in issue on account of the state totalled 10,743 million lire, and the bank notes issued against commercial assets amounted to 8,989 million lire. To these must be added the circulation of Treasury currency notes, which at December 31, 1920, reached 2,269 million lire. The provisional statistics at hand, however, for the middle of March of this year place the bank notes in circulation on account of the state at 7,685 million

lire and the bank notes in circulation against commercial assets at 6,626 million lire, while the value of Treasury notes in circulation, although no corresponding figures are available, is also believed to be contracting. These figures are in themselves an encouraging symptom in the financial situation.

BETTERING OF EXCHANGE

It cannot be claimed, however, that the rise in the value of the Italian lire is traceable alone to any contraction of paper issues. Why the American dollar was quoted at 27.30 lire at the end of February and the pound sterling at 106.70 lire, and why these are now quoted at 20 and 81 lire respectively, may be attributed to various causes. In the first place the bettering of general conditions in Italy has been reflected in the substantial improvement of the exchanges. The exaggerated impression held abroad of the disturbances in Italy tended to destroy confidence and to force down the value of the lire. At present there is apparently more confidence, and hence a psychological factor is introduced. More important though from an economic viewpoint is the decrease in Italy's unfavourable trade balance, which according to provisional figures for 1920 is some 8 billion of lire as against 10½ billion of lire in 1919. The excess of imports over exports is also at present being considerably reduced by the remittances of Italian emigrants and by foreigners travelling and spending in the country. Before the war Italy used to receive some 600 million lire a year from her emigrants abroad, and a similar amount from her tourist traffic. True, the influx from these sources does not yet reach pre-war figures, but it is estimated that there are to-day 250,000 foreigners living temporarily in Italy, while on the other hand emigrant remittances are increasing. Finally, there may be element of speculation in the exchange improvement. Economic reasons, however, all point to an appreciation of the lire; and in fact it is hoped in many quarters that the stabilizing of exchange will not occur too rapidly, but that recuperation will proceed by degrees and thus preclude any financial trouble over existing stocks of merchandise.

CONCLUSION

Enough has been said, the writer believes, to warrant him in stating that the social, financial, and economic situation of Italy is much better than is generally believed in Canada. Industry it is true is lagging in many quarters of the country, but unemployment is not over-serious, nor does it present the problem that it does at present in other countries believed to be better off in nearly every way than Italy. It is always to be remembered that the Italians generally are frugal, thrifty, hardworking, possessed of common sense, and patriotic. Of such a nation of people, who were able before the war to buy back from foreigners their entire public debt as well as industrial securities, whose credit was good, and who during the war proved that they were capable of so many privations and sacrifices, from which they have not yet recovered, there can be no doubt as to the solvency.

MARKING OF IMPORTED GOODS IN NEW ZEALAND

Mr. W. A. Beddoe, Trade Commissioner in New Zealand, under date of April 26, 1921, writes as follows:—

There is no legal requirement in New Zealand in any statutory law or customs regulation calling for the marking of imported goods with the name of the country of origin. That is, it is not necessary under the New Zealand laws to mark goods "Made in Canada."

However, the customs authorities have stated that while not legally necessary, it would be very desirable that all goods made in Canada, and sent to New Zealand, should be marked "Made in Canada."

PRESENT MARKET CONDITIONS IN BRAZIL

MAJOR E. L. MCCOLL, CANADIAN TRADE COMMISSIONER

Rio de Janeiro, May 10, 1921.—The market for the month of April has again been very quiet, with very little business doing and almost bare of bills. On April 25 the Bank Francais pour le Bresil suspended payments. This upset the market for a few days and caused a run on some of the other banks, but confidence was soon restored, and this little "flutter" subsided. The suspension of this bank did not affect exchange in any way. The end of the month saw a considerable taking up of due paper. This liquidation and consequent demand for sterling and dollars caused a further fall in the milreis.

FUTURE PROSPECTS

Prospects for the immediate future are not bright. The export of coffee and other produce is very quiet and bills are few and far between. Foreign buyers are holding off, although their stocks must be getting very low. They are without doubt waiting until there is an estimate or forecast of the new crops, the size of which is a great factor in the demand. The Government is still buying coffee in order to keep up its price, but legitimate buyers are not increasing. The unsettled condition of Europe has almost completely cut off this market.

BRAZILIAN EXPORTS

The approximate value of coffee exported for the first three months of 1920 and 1921 was £7,905,000 and £17,600,000 respectively. The approximate total value of the next ten products exported for the same periods was £5,402,000 and £691,000. This shows that exports are roughly two-fifths what they were a year ago, and it also shows that a favourable balance of trade is almost wholly dependent on one product. The Brazilians are very much alive to this fact.

Coal imports show an increase of 193,530 tons compared with the previous year. In spite of the disturbed conditions existing in the United Kingdom during this period, such as strikes, British coal was roughly three-fifths the price of American.

IMPORTS FROM UNITED STATES, 1919-1920

The monthly returns of the United States Department of Commerce give the exports to Brazil for the years 1919 and 1920 as valued at \$114,696,309 and \$156,740,365 respectively. Following are some of the details:—

	Value 1919	Value 1920
Wheat flour.. . . .	\$ 3,384,773	\$ 8,396,972
Cement.. . . .	1,757,723	1,555,124
Cotton, bleached.. . . .	626,804	589,756
" printed.. . . .	849,007	845,481
" dyed in piece.. . . .	1,657,871	1,424,050
" dyed in yarn.. . . .	302,289	206,688
Hosiery.. . . .	225,255	307,119
Tires.. . . .	1,018,055	1,965,201
Metal working machinery.. . . .	616,396	455,184
Galvanized sheets and plates.. . . .	625,010	661,521
Steel sheets.. . . .	620,784	452,033
Structural iron and steel.. . . .	639,192	724,649
" tin and terne plates.. . . .	2,723,934	3,968,278
Wire, barbed.. . . .	3,251,120	4,086,748
Other wire.. . . .	2,074,977	2,069,051
Milk, condensed and evaporated.. . . .	440,590	545,325
Newsprint.. . . .	1,393,940	279,423
Other paper.. . . .	1,473,297	1,198,101

The returns for automobiles, wheat flour, coal, locomotives and steel rails show increases over the previous year, while cement, dyestuffs, cotton goods, hosiery, newsprint and other paper show a big falling off.

The increase of Brazilian imports from the United States in wheat flour is no doubt due to the restriction on export from Argentina. During the year 1919 and the

early part of 1920 there arose a great demand for the low and medium priced American car. Thinking that this demand would continue and even increase, large numbers of cars were exported to Brazil by manufacturers. To-day the market is flooded and hardly a car is being sold. One company applied to the customs authorities for the return of duties paid on 100 cars which they wished to ship back. This request was, I believe, refused.

The Brazilian Government is fully aware of the need of transportation. There is a big programme for extended mileage, and it is only the lack of funds which curtails construction. In spite of this handicap considerable work is being done from time to time.

Canadian manufacturers should be able to compete in the articles above mentioned, as well as in fresh apples, furs, and canned fruits, providing an aggressive campaign of salesmanship is carried on. Foreign exporters to Brazil, as a rule, have the Brazilian end of the business well established. It will be very hard for Canadian manufacturers to sell rubber goods, railway material and supplies, automobiles and tires, and machinery, from a distance of many thousands of miles in competition with highly organized branch offices of large American and old-established British houses. The present moment is not a good time to come, as trade is at a standstill, unless it were to study the market in anticipation of the future.

BRAZILIAN CENTENNIAL EXPOSITION, 1922

As the Brazilian Centennial Exposition is to be held at Rio de Janeiro, commencing September 7, 1922, it is to be hoped that Canadian exporters, as well as those who are looking forward to embarking in foreign trade, will come personally to South America at that time in order to study the situation on the ground. Those exporters who intend to exhibit should bear in mind that catalogues and advertising material will require to be printed in the Portuguese of this country. This, as well as other things, will take time. The distance is great. It takes two months to receive a reply by mail and the date of the exhibition is not far distant. Canadian manufacturers who are interested should investigate this subject without delay.

THE MARKET FOR PIT PROPS IN FRANCE

LIEUT.-COL. HERCULE BARRE, CANADIAN TRADE COMMISSIONER

Paris, May 10, 1921.—There is no central organization in France for the buying of pit props. Each mining company makes its own arrangements, and consequently it is incumbent on the seller to deal directly with the corporation.

Before the war, the French coal mines obtained about one-third of their pit props in France, and the balance was imported from Russia and the Scandinavian countries. Russia being now out of the market, some French districts, notably Champagne and La Sarthe, have taken her place as producers of pit props. As so many mines are still out of service, France is at present able to meet her own needs in pit props, and no importation has lately been made; but when all the mines are working, it will be necessary to import timber.

Before the war (in 1913), 108,322 workers were employed in the French mines. The production in that year was 22,548,689 tons of coal, or 55 per cent of requirements of France. As regards present conditions, the mines may be divided into two groups:—

(1) Bethune and Noeux, which, not being in occupied territory, were worked throughout the war, have nearly returned to their normal capacity and need only equipment completion.

(2) The other coal fields in the Nord and Pas-de-Calais, which were wrecked by the Germans, and were unworkable at the end of 1918. In comparison with 1913, these mines had in January, 1920, regained 8 per cent of their output, and in January, 1921, 23 per cent. Some of the Nord mines farthest from the war area

had reached 43 per cent of pre-war production in January, 1921, and are steadily increasing. The damaged mines in the Pas-de-Calais produced over 100,000 tons in January, 1921.

KIND OF TIMBERS WANTED

As regards the nature of the timbers wanted, all the mines refuse poplar, beech and linden. The mines of Bethune, however, will accept 10 per cent of birch, alder and sycamore. The Noeux and Drocourt mines refuse beech, linden, poplar, alder and sycamore, but accept 10 per cent of birch. The mines in Alsace are using maritime pine only, for which they pay now an average of 90 to 95 francs a cubic metre, barked and delivered at the mines. The shipper must arrange for trans-shipment at the port of discharge, and the conveyance of the timber by railroad or canal, so that the cost of freight all the way to the mine must be estimated in the quotation. There was a big drop in prices recently, owing to the fact that various industries which had previously been using wood as fuel in consequence of the scarcity of coal, are now able to obtain coal again, thus greatly lessening the demand for wood.

All mines require sawn wood without splits or cracks, cut from trunks and not from branches, and maintaining their dimension throughout the length. They must be of the last cut, and be straight and perfectly healthy. All knots must be removed or flattened.

The dimensions vary somewhat in accordance with the requirements of the different mines. The following list is the specification drawn up on behalf of the Lens mines for the pit props required, and should be delivered by November, 1921.

Rallonges (poles used in roofing the mines)

2.m 50 x 18/24..	2,000 pieces	2.m 50 x 25/29..	1,625 pieces
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Bois de Mines (pit props)

1.m 20 x 12/21..	135 cubic metres	1.m 70 x 18/24..	750 pieces
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Bois de Taille (logs used to support the roof placed vertically)

1.00 x 23/29	20 cubic metres	1.60 x 30/34..	2,400 pieces
1.20 x 23/34..	45 " "	1.40 x 27/34..	1,710 "

Bois de Voie (logs or ties used to pave the mines)

m.	Pieces	m.	Pieces
3.00 x 50/54..	70	2.20 x 50/54..	225
3.00 x 55/59..	110	2.00 x 35/39..	650
2.50 x 45/49..	375	2.00 x 40/44..	450
2.50 x 50/54..	600	2.00 x 45/49..	275
2.20 x 40/44..	325	1.80 x 35/39..	1,050
2.20 x 45/49..	325	1.80 x 40/44..	325

The specification also calls for 3,800 *Balivaux* in pine wood, at least 7 metres long, 40/50 cm. round the middle, and 26 cm. at the ends, with the bark completely off. The prices to be quoted free on freight cars at Lens. Deliveries counted and checked on arrival. Payment 30 days after date of receipt of goods.

PRICE FLUCTUATIONS

Owing to fluctuations, the varying rates of exchange and freights, prices are very difficult to determine. The management of the Lens mines state that in 1914 their wood cost them about 22.60 fr. the cubic metre for leaf-bearing wood, and 28 fr. for resinous props delivered at their yards. Prices for pit props since the Armistice have ruled extremely high, but as stated before, a big drop has taken place lately, and it is expected that it will still be more accentuated.

In view of the system mentioned above under which each mining company buys its own timber, a list of eighteen companies, forming the combine which is now being floated with a capital of 50,000,000 fr. under the name of the *Groupeement des Houilleres du Nord et du Pas-de-Calais*, has been forwarded to the Department of Trade and Commerce at Ottawa, and may be obtained by interested Canadian exporters on application, quoting file No. 24852.

ECONOMIC CONDITION OF JAPAN

Mr. A. E. Bryan, Canadian Government Trade Commissioner at Yokohama, Japan, transmits a translation of the speech of Mr. Nakaji Kajiwarra, president of the Yokohama Specie Bank, Limited, at a recent meeting of the shareholders of that institution, of which the following is an excerpt:—

"The half-year ending December 31, 1920, exhibited in all departments of our economic life the most severe depression and distress, the inevitable result of the violent reaction of the previous half-year. Considered statistically, the total of exports and imports was yen 1,527,000,000 as against yen 2,395,000,000 for the same period the previous year, a quite notable decrease of yen 868,000,000. Capital raised for various enterprises only aggregated yen 930,000,000 in contrast with yen 2,900,000,000 for the corresponding months of the preceding year, while clearings through the banks also showed a marked decrease, falling from yen 43,700,000,000 to yen 29,500,000,000 as compared with the like period of the year before. Under such adverse economic conditions, those concerns which had unscrupulously expanded their business when the wave of prosperity was at its height were at once dealt smashing blows when the depression set in and were forced to either close or contract their business, some failures even occurring among firms of quite respectable standing. Great easiness, however, prevailed on the money market, as with the absence of new requirements owing to the general business depression, and with the banks maintaining their effective control of credit, the trend was towards a gradual growth of unemployed funds whose outlet was confined to investment in creditable short-term securities. Taking advantage of the opportunity, public loans and debentures were successfully placed on the market, including exchequer bonds to the extent of yen 292,000,000, of which yen 142,000,000 was for the purpose of replacing maturing earlier issues. To sum up, our economic world has been passing through difficult times of adjustment and reconstruction, without the dawn of renewed prosperity in sight, but, on the other hand, the monetary position has been greatly strengthened with the growing accumulation of gold held by our country at home and abroad (the total of which at the year end had reached the unprecedented figure of yen 2,180,000,000), and so the term closed uneventfully despite the prospective business depression.

FOREIGN TRADE

"The effect of the world-wide business depression was well reflected in the return of our foreign trade for the terms, both exports and imports exhibiting an enormous diminution. Specifically, the exports amounted to yen 809,000,000 and the imports to yen 718,000,000, making a total of yen 1,527,000,000. These figures present an unpleasant contrast with the corresponding period of the year preceding, the decrease in exports being to the value of yen 461,000,000 and in imports yen 405,000,000, or a decrease of yen 866,000,000 in all.

"The poor return of our foreign trade was mostly caused by the financial embarrassment in business circles and the consequent fall in commodity prices, but also by the existence of similar unfavourable conditions in the countries consuming Japanese goods, such as the United States of America and China, trade with the latter-named country being particularly hampered by the continued fall in silver."

CHANGES IN DOMINION OF CANADA BUDGET RESOLUTIONS

The following tariff changes have been made in the resolutions amending the Special War Revenue Act, as published in *Weekly Bulletin* No. 902, pages 785 and 786 (May 15, 1921):—

Section 19 BB, is unchanged.

Section 19 BBB.

On page 785, line 6 from bottom of page, after the word "consumers" add "including sales to His Majesty, whether in the right of His Majesty's Government of Canada or His Majesty's Government of any province of Canada for the purpose of resale."

On page 785, line 5 from bottom of page, after the word "consumers" add "including importations by His Majesty, whether in the right of His Majesty's Government of Canada or His Majesty's Government of any province of Canada for the purpose of resale."

Explanatory Note.—This means that sales to the Federal Government are subject to Sales Tax, and only goods purchased for resale by provincial Governments are subject.

On page 785, line 4 from bottom of page, add: The purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of one and one-half per cent, but such tax must not be included in the manufacturer's, producer's or wholesaler's costs on which profit is calculated; and the tax shall be payable by the purchaser to the wholesaler, producer or manufacturer at the time of such sale, and by the wholesaler, producer or manufacturer to His Majesty in accordance with such regulations as may be prescribed, and such wholesaler, producer or manufacturer shall be liable to a penalty not exceeding five hundred dollars, if such payments are not made, and in addition shall be liable to a penalty equal to double the amount of the excise duties unpaid; the term "duty paid value" means the value of the articles as it would be determined for the purpose of calculating an ad valorem duty upon the importation of same into Canada under the laws relating to the Customs and Customs Tariff whether such articles be in fact subject to ad valorem or other duty or not, and in addition the amount of Customs duties, if any, payable thereon.

On page 785 delete last paragraph, re lumber, and insert in its stead the following: Provided that in respect of lumber an excise tax of two per cent shall be imposed, levied and collected on sales and deliveries by the Canadian manufacturer, and of three per cent on importations, and that no further excise tax shall be payable on resale.

Page 786, list of exemptions, line 1, delete the words "flour and oatmeal when in packages weighing not less than forty-eight pounds each"; insert in its stead "flour, oatmeal, rolled oats and corn meal."

Page 786, List of Exemptions, line 6, insert after semi-colon following the word "state"—"bran, shorts, middlings, oil cake, oil cake meal; grains mixed or crushed for cattle or poultry feed."

Page 786, List of Exemptions, line 24, insert after the word "bibles" the word "missals."

UNITED STATES EMERGENCY TARIFF BILL SIGNED BY THE PRESIDENT

The Emergency Tariff and Anti-Dumping Bill, which passed the United States Congress on May 23, was signed by the President on May 27, and became effective the following day. A summary of its provisions, with the quantities and values of the articles of Canadian export to the United States in the fiscal year 1920-21, which will, under the Act, become subject to new or increased duties, was published in the last number of the *Weekly Bulletin* (No. 904).

TARIFF ALTERATIONS IN AUSTRALIA

Mr. Mark Sheldon, Commissioner for Australia, New York, writes under date of May 16 that advice has been received from Australia of the following tariff alterations operative from May 14, 1921:—

	British Preferential	Inter- mediate	General
	s.	s.	s.
Gin, not produce of grain or fruit, per gallon . . .	31	32	33
If exceeding the strength of proof, per proof gal. .	31	32	33
(The extra, 1s. per gallon not being collected pending further instructions).			
Perfumed spirit, per gallon	40	45	50
Or, ad valorem	20%	25%	30%
Glucose, per cwt.	12	12	12

ALTERATION IN AUSTRALIAN TARIFF IN RESPECT OF CERTAIN DEFERRED DUTIES

The Australian tariff was recently altered in respect of deferred duties, permitting entry until January 1, 1922, of certain iron and steel pipes at 10 per cent ad valorem under the general tariff instead of the 40 per cent rate which was to have become operative on July 1. The goods affected are: "Iron and steel tubes or pipes (except riveted, cast, close-jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes."

AUSTRALIAN TARIFF DECISIONS

The following Australian tariff decisions are announced permitting entry as "minor articles for use in the manufacture of goods within the Commonwealth":—

White tissue paper used for wrapping boxes containing confectionery.

Fibre board for use in manufacture of books.

Kraft browns, substance not exceeding 30 pounds per ream of 480 sheets, 20 by 30 inches, imported in reels from 8 inches to 60 inches wide, the diameter of the reels to be not less than 18 inches, for use in the manufacture of paper bags.

The rate of duty on the above is now 10 per cent under the general tariff, which is applicable to Canada.

NEW TARIFF OF JAPAN NOW IN EFFECT

Mr. A. E. Bryan, Canadian Trade Commissioner, Japan, cabled under date of May 30 as follows: "New tariff will take effect on June 1." This advice is understood to refer to the Customs Tariff Bill passed March 28 and which awaited Imperial sanction. For full particulars of the tariff changes provided for in this measure see *Weekly Bulletin* No. 899 (April, 25), page 683.

PROPOSED INCREASE IN THE TARIFF OF THE NETHERLANDS

Mr. George E. Shortt, Canadian Government Trade Commissioner at Rotterdam, writes under date May 13, that a Bill has been placed before the Netherlands Legislature proposing to increase the Customs duties leviable on goods imported into the Netherlands. It is proposed in the Bill that the five per cent ad valorem duty, at present charged on the many important categories of goods, (including most metal and textile wares), should be replaced by a duty of 7 per cent ad valorem. Further details may be obtained on application to the Director of the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

RATE OF EXCHANGE FOR CUSTOMS DUTIES IN BRITISH HONDURAS

A Bill has been introduced, says the *British Board of Trade Journal*, proposing to amend the Customs and Excise Duties Ordinance, 1920, by providing that, for the purpose of assessing the amount of the ad valorem duty payable on any goods, the price or value thereof ascertained in the manner prescribed in the original Ordinance shall be converted into British Honduras currency at the market rate of exchange on the day on which the duty is paid, or on the day of arrival of the importing ship at the election of the Collector of Customs.

IMPORTATION OF GAS STOVES INTO NEW ZEALAND

H.M. Trade Commissioner at Wellington cables, says the *British Board of Trade Journal*, that the importation of gas stoves into New Zealand is prohibited except by means of license. H.M. Trade Commissioner adds, however, that a license is more than likely to be given on production of proof that the selling price in the country of origin does not exceed the selling price for New Zealand.

EXCHANGE OF AUSTRO-HUNGARIAN BANK NOTES

The British Board of Trade announces the Hungarian Government have issued a notice to the effect that the exchange of Austro-Hungarian Bank Notes stamped with the Hungarian Seal into the new Hungarian State Notes began on May 9. During the fortnight May 9 to May 22 the exchange was to be made without any deduction. Subsequent to the latter date the exchange will be made a loss of 5 per cent to the holder of the Austro-Hungarian Bank Notes.

NEW SPANISH IMPORT TARIFF

According to a cablegram from Commercial Attaché C. H. Cunningham, Madrid, under date of May 20, 1921, published in the *United States Commerce Reports*, the new Spanish customs tariff was issued on that day, effective from May 21, 1921. The changes will not apply to merchandise accompanied by documents which show that shipment was made by rail or vessel before May 21. It is declared that the intention in the future is to eliminate most-favoured-nation treatment and to establish two sets of rates of duty, with great difference between them, which implies an invitation to all nations to negotiate favourable treatment in return for reciprocal concessions to Spanish exports. The tariff favours nations with depreciated currency.

IMPORTATION OF CODFISH INTO SPAIN

The *Gaceta de Madrid* for April 29 contains a Royal Order, dated April 28, which provides that, as from May 1, all consignments of salted codfish (*bacalao*) leaving the port of origin with a manifest viséd later than that date must be accompanied by a certificate of origin, in order to be admitted into Spain at the "second tariff" rate of duty (viz., 24 pesetas per 100 kilograms).

IMPORT AND EXPORT OF CEMENT IN SPAIN

The *Gaceta de Madrid* for May 8 contains a Royal Order dated May 3 which re-establishes the Customs duty (50 centavos per 100 kilograms.) on cement, which was temporarily suspended by the Royal Order of October 26 last. Consignments proved to have been despatched direct to a Spanish port up to May 9, inclusive, will be admitted duty free.

The Order further authorises the free exportation of 100,000 metric tons of natural and artificial cement.

ADDITIONS TO LIST OF FOREIGN CONSULS IN CANADA

The following additions have been made to the list of foreign Consuls in Canada:—

Country	Name	Office	Place
Chili.....	S. Cumberford.....	Consul.....	Amherst, N.S.
Sweden.....	I. Levander.....	Acting Consul.....	Calgary, Alta.
Norway.....	S. Steckmert.....	Vice Consul.....	Montreal, P.Q.
Uruguay.....	H. I. Skelton.....	Consul.....	Montreal, P.Q.
Holland.....	H. T. Schortinghuis.....	Vice Consul.....	Calgary, Alta.
United States.....	J. H. Goodeir.....	Consul.....	Charlottetown, P.E.I. *
	J. M. Hill.....	Vice Consul.....	Kingston, Ont.
	D. Donaldson.....	Consul.....	Hamilton, Ont.
	D. A. Muirhead.....	Con. Agent.....	Whitehorse, Y.T.
	E. E. P. Payne.....	Act. Vice Consul.....	Toronto, Ont.
Italy.....	J. Gionna.....	Consul.....	Montreal, P.Q.
Belgium.....	D. Dupont.....	Vice Consul.....	Quebec, P.Q.
Haiti.....	U. Barthe.....	Acting Consul.....	Vancouver, B.C.
Japan.....	Y. Sati.....	Vice Consul.....	London, Ont.
Cuba.....	A. Morales Y. Ubeda..	Vice Consul.....	Ottawa, Ont.

MANUFACTURE OF TEXTILE MACHINERY IN AUSTRALIA

(*British Board of Trade Journal*)

Some progress is being made in the development of a project for the manufacture of textile machinery on an extensive scale in Australia. It is stated that provisional arrangements have been made to secure the co-operation of several old-established British engineering firms, with an aggregate capital of over £10,000,000, who are claimed to be capable of supplying machinery and patents sufficient to provide up-to-date plant for the entire range of textile production. They will also furnish such technical instruction as may be required in the preliminary stages of the industry for instructional purposes, and for the assembling of parts made by Australian manufacturers, whose assistance it is proposed to enlist.

It is claimed that the cost of manufacturing machinery will be about 5 per cent lower in Australia than the average at present ruling in Great Britain.

Cotton machinery will also be manufactured for supply to certain Far Eastern markets.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railways Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 26137).

Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

No.	Date of Closing	Particulars
34122.	July 27, 1921.	Supply and delivery of 24,000 metal filament lamps, 46 watt, 116 volt, and 4,000 carbon filament lamps, 32 watt, 140 volt, as specified.
34135.	July 27, 1921.	Supply and delivery of one automatic crank pin truing machine, including tools, gears and accessories, as specified.
34109.	Aug. 3, 1921.	Supply and delivery of one set 5 h. p. electric motor, controller and resistances, as specified.
34130.	Aug. 10, 1921.	Manufacture, supply and delivery of 250 impedance bonds (for power signalling), as specified.
34131.	Aug. 10, 1921.	Manufacture, supply and delivery of 56 miles of insulated copper wire, as specified.
34145.	Aug. 17, 1921.	Supply and delivery of 3,000 sets renewals for caustic soda primary cells, as specified.

TENDERS FOR CRANES FOR ARGENTINE GOVERNMENT DEPARTMENT

Particulars of tenders presented to the Ministry of Public Works on April 11 have been forwarded by Mr. B. S. Webb, Trade Commissioner at Buenos Aires, and are given below. The prices quoted are in Argentine paper pesos, the par value of which is 42 cents Canadian. The results of this tender should be interesting to Canadian manufacturers, and attention is called to the fact that German manufacturers have underquoted their competitors in each of the three important tenders called by Government departments since the Armistice. The two preceding tenders were for 10,000 car wheels and 70 wagons for the port. In the present instance the lowest tender is presented by a German manufacturing concern. Of the firms competing, three were German, one Belgian, one English, and three American, and one the nationality of which is not stated. The English manufacturer offers the best deliveries, and it is possible that he will be awarded some part of the contract. It appears that this manufacturer is one of the few presenting a firm offer, in accordance with conditions of tender, and without reservation of any kind. One American manufacturer wants payment in United States gold and another in Argentine gold at the rate of the day on New York on day payment. The specifications of the German cranes will doubtless be inferior to those of some of their competitors, but after making due allowance for quality, the difference between the lowest American tender and the lowest German tender is remarkable, and the more so when the cost of American exchange (37 per cent premium) is added.

Firm	2 Ton Pesos	3 Ton Pesos	4 Ton Pesos	5 Ton Pesos	10 Ton Pesos
1. German firm.. . . .	15,400	15,150	.....	15,150	.....
2. German firm.. . . .	19,318	19,090	29,318	19,772	36,409
3. German firm.. . . .	.....	16,636	.....	36,011	37,556
4. Belgian firm.. . . .	23,288	23,288	60,740	23,288	.....
5. English firm.. . . .	26,153	21,697	43,041	28,598	55,276
6. United States firm.. . . .	26,943	21,563	40,250	30,127	52,681
7. United States firm.. . . .	35,308	35,156	55,140	35,153	64,987
8. United States firm.. . . .	49,602	49,602	53,522	49,602	62,897
	58,295	58,295	62,276	58,295	69,459
9. Nationality not stated.. . .	46,500	46,500	64,500	64,500	56,500

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JUNE 1, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending June 1; those for the week ending May 25 are also given for the sake of comparison:—

		Parity.	Week ending	
			May 25, 1921	June 1 1921
Britain.. . . .	£	1.00	\$4.86	\$4.4038
France.. . . .	Fr.	1.	.193	.0943
Italy.. . . .	Lira	1.	.193	.0603
Holland.. . . .	Florin	1.	.402	.3959
Belgium.. . . .	Fr.	1.	.193	.0943
Spain.. . . .	Pes.	1.	.193	.1495
Portugal.. . . .	Esc.	1.	1.08	.1179
Switzerland.. . . .	Fr.	1.	.193	.2010
Germany.. . . .	Mk.	1.	.238	.0184
Greece.. . . .	Dr.	1.	.193	.0608
Norway.. . . .	Kr.	1.	.268	.1742
Sweden.. . . .	Kr.	1.	.268	.2617
Denmark.. . . .	Kr.	1.	.268	.2013
Japan.. . . .	Yen	1.	.498	.5452
India.. . . .	R.	1.	2s.	.2963
United States.. . . .	\$	1.	1.00	1.1184
Argentina.. . . .	Pes.	1.	.965	.3634
Brazil.. . . .	Mil.	1.	.0245	.1509
Roumania.. . . .	Lei	1.	.193	.0193
Jamaica.. . . .	£	1.	4.86	4.4401
Shanghai, China.. . . .	Tael	1.	.631	.7437
Batavia, Java.. . . .	Guilder	1.	.402	.3942
Singapore, Straits Settlements.. . . .	\$	1.	.49	.5172
Barbados.. . . .	\$	1.	1.	.91½-.94½
British Guiana.. . . .	\$	1.	1.	.91½-.94½
Trinidad.. . . .	\$	1.	1.	.91½-.94½
Dominica.. . . .	\$	1.	1.	.91½-.94½
Grenada.. . . .	\$	1.	1.	.91½-.94½
St. Kitts.. . . .	\$	1.	1.	.91½-.94½
St. Lucia.. . . .	\$	1.	1.	.91½-.94½
St. Vincent.. . . .	\$	1.	1.	.91½-.94½
Tobago.. . . .	\$	1.	1.	.91½-.94½

MOTOR VEHICLE MARKET IN NORTH AFRICA

(London Times Trade Supplement)

In normal times Tunis and Morocco constitute good markets for motor vehicles, though they do not yet reach the importance of the Algerian market. About 2,000 motor vehicles are at present in operation in Tunis, of which 1,760 are cars and 165 lorries. Generally speaking, strong and simple machines are preferred of 8 to 15 h.p., with four to five seats. Prices should be moderate.

It has to be pointed out that, whilst French cars enter Tunis free of duty, foreign makes are, on the contrary, heavily taxed. Consequently, most of the cars in use are French. Next come American, Italian, and British.

In French Morocco much has been done to improve means of transport. Owing to the absence of railroads, the greater part of the traffic has to be carried on by motor-lorries. The 3½-ton vehicle seems to be the most favoured, but the 5-ton has given full satisfaction.

Owing to the wide extent of the country and the difficult nature of some of the roads, combined with the circumstance that long distances have to be covered away from any petrol or tire depots, the outstanding features of the vehicles for this market must be reliability and lightness. They must have large petrol tanks, and be well supplied with spare parts. Their mechanism must be simple and easily accessible, as, in most cases, owners must carry out their own repairs. The radiator should have a large cooling surface on account of the heat in the summer time. Particular attention should be paid to strengthening all parts likely to be affected by indifferent road surface.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, BRANTFORD CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

Foodstuffs

3123. **Evaporated Milk.**—A Liverpool firm would like to represent packers of the above on this market.

3124. **Linseed cake.**—A Liverpool firm ask for quotations on 500 tons of the above, for delivery over a period of three months. Would also like to secure the representation of a good firm for this product. Quotations c.i.f. Liverpool and Belfast.

3125. **Linseed meal.**—A Liverpool firm ask to be placed in touch with exporters of the above. Quotations c.i.f. Belfast and Liverpool.

3126. **Flour.**—A Liverpool firm ask to be placed in touch with exporters of the above, for business either on a buying or commission basis.

3127. A firm of commission merchants in France desire to enter into communication with Canadian houses exporting all kinds of food products.

3128. **Canned fish, lard, salt meat.**—A firm of importers in Bordeaux, France, desire to communicate with Canadian manufacturers of canned salmon and lobster, and exporters of lard and salt meat.

3129. **Conserves and fruit.**—A Belgian company wish to receive offers of Canadian conserves and fruit.

3130. **Canned goods, etc.**—A society in France with a capital of 2,500,000 francs are desirous of securing the representation of Canadian firms in canned goods and alimentary products. This firm claim to have a well-organized distributing centre with 120 representatives in various European countries. References.

Products of Wood

3131. **Doors.**—A Liverpool firm are interested in offers of car lots of Canadian white pine doors. Doors of four panels, all vertical, or of six panels, three vertical and three horizontal, are the types in demand.

3132. **Maple roller blocks.**—A Liverpool firm ask to be placed in touch with exporters of maple roller blocks, free from heart shakes or cracks, 26 inches by 6½ inches by 5¼ inches octagon, and 26 inches by 5½ inches by 6½ inches octagon.

3133. A Belgian firm would like illustrations and quotations on Canadian office chairs.

3122. A Roumanian firm ask to be placed in communication with Canadian building contractors willing to undertake the manufacture and erection of wooden workmen's cottages in that country from locally grown timber.

3134. **Railway sleepers.**—A Swiss firm are in the market for large quantities of railway sleepers of the different kinds of timber mentioned in the attached specifica-

tion, for delivery c.i.f. at the following harbours: Genoa, Barcelona, free harbour Antwerp, and harbours in England and Sweden. They have inquiries in each of those countries for about 12,000,000 to 30,000,000 sleepers in the different sizes. They desire to know from offering firms how many pieces would be ready for immediate shipment, specifying the respective sizes, and what quantity could be shipped per month.

I. Railway sleepers in oak, 4 million pieces.. . . .	260 x 24 x 14 cm.
II. Railway sleepers in oak or beech, 2 million pieces.. . . .	260 x 25 x 15 "
III. Railway sleepers in oak or beech, 200,000 pieces.. . . .	260 x 28 x 14 "
	or 270 x 32 x 14 "
IV. Railway sleepers in oak, 500,000 pieces.. . . .	269 x 25 x 13 "
V. Railway sleepers in beech, 500,000 pieces.. . . .	269 x 25 x 13 "
VI. Railway sleepers in cedar, 500,000 pieces.. . . .	269 x 25 x 15 "
VII. Railway sleepers in beech, several million pieces.. . . .	280 x 25 x 14 "
	275 x 23 x 14 "
	275 x 22 x 13 "

Miscellaneous Products

3135. **Grey acetate of lime.**—The London office of a Dutch chemical works desire the addresses of Canadian manufacturers who can supply grey acetate of lime.

3136. **Agencies in United Kingdom.**—A London firm would like to secure agencies in the United Kingdom for Canadian manufacturers seeking an entry into the United Kingdom market. While they are interested in canned goods, they are willing to handle other lines commanding a ready sale.

3137. **Asbestos.**—A responsible concern located in Kobe, having very close connections with all the manufacturers of asbestos products, would be glad to receive complete samples and prices direct from Canadian asbestos mines. This firm does not wish to deal through American brokers or elsewhere, but wish to purchase direct from Canada. A good opportunity for any bona fide Canadian firm who wish representation in Japan.

3138. **Tools.**—A Belgian firm wish to receive catalogues and prices on Canadian tools.

3139. **Products for Brazil.**—A responsible firm of importers in Para, Brazil, desire to enter into communication with Canadian producers of flour, hardware, machinery, chemicals, foodstuffs, and other Canadian products. The firm already act as agents for various English, American, Swiss, French, and Portuguese houses, and offer first-class bank and commercial references. Have been established for twenty years. They also desire to receive communications from Canadian importers of cacao, oil seed, cotton, hardwood, and other Brazilian products.

3140. **Piping.**—Quotations are invited c.i.f. Buenos Aires for 68,000 feet 2-inch ammonia piping, 24-foot lengths; also for fittings and valves in connection with same.

3141. **Industrial heating.**—A French engineer wishes to get in touch with Canadian firms connected with industrial heating by means of pulverized coal.

AGRICULTURAL MACHINERY DEMONSTRATIONS IN ARABIA

Good prospects for the sale of motor vehicles, we understand, are held out for Arabia, says the *British Export Gazette*, and, in addition to a growing demand for motor cars, the Hedjaz Government are, we are informed, coming into the market for motor ploughs and harrows, and for mobile pumps of the stereophagus or pulso-meter type. To what extent these will be required we cannot yet state, for the matter depends upon the success of the demonstrations being organized by the Government for the benefit of Bedouin agriculturists. In this case we are interested to learn that British catalogues have been forwarded in large numbers to the Hedjaz Government. We hardly need to add that any machinery for either the Arabic or Turkish market must be of the simplest possible construction. Complicated mechanism would not have the slightest chance of acceptance. •

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

TO LIVERPOOL.—*Canadian Conqueror*, Canadian Government Merchant Marine, Ltd., about June 15; *Metagama*, Canadian Pacific Ocean Services, Ltd., about June 16; *Megantic*, White Star-Dominion Line, about June 18; *Victorian*, Canadian Pacific Ocean Services, Ltd., about June 24; *Vedic*, White Star-Dominion Line, about June 25; *City of London*, White Star-Dominion Line, about June 29; *Melita*, Canadian Pacific Ocean Services, Ltd., about July 1; *Canada*, White Star-Dominion Line, about July 2.

TO LONDON.—*Canadian Rancher*, Canadian Government Merchant Marine, Ltd., about June 8; *Cornish Point*, Furness Line, about June 10; *Vennonia*, Cunard Line, about June 10; *Venusia*, Cunard Line, about June 17; *Bosworth*, Canadian Pacific Ocean Services, Ltd., about June 18; *Canadian Raider*, Canadian Government Merchant Marine, Ltd., about June 22; *Verbania*, Cunard Line, about June 24; *Dunbridge*, Canadian Pacific Ocean Services, Ltd., about June 30.

TO GLASGOW.—*Cassandra*, Anchor-Donaldson Line, about June 11; *Pretorian*, Canadian Pacific Ocean Services, Ltd., about June 15; *Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about June 24; *Tunisian*, Canadian Pacific Ocean Services, Ltd., about July 2.

TO ROTTERDAM.—*Lord Downshire*, Head Line, about June 6; *Neshobee*, Rogers & Webb Line, about June 10; *Merrymount*, Rogers & Webb Line, about June 16; *Fanad Head*, Head Line, about June 28.

TO HAVRE.—*Montreal*, Canadian Pacific Ocean Services, Ltd., about June 18.

TO BORDEAUX.—*Kamarima*, Francanda Line, about June 25.

TO NORWEGIAN PORTS.—*Drammensfjord*, Norwegian-American Line (Canadian Pacific Railway, agents), about June 25.

TO HAMBURG.—*Lord Downshire*, Head Line, about June 6; *Fanad Head*, Head Line, about June 28.

TO ANTWERP.—*Scandinavian*, Canadian Pacific Ocean Services, Ltd., about June 17; *Montreal*, Canadian Pacific Ocean Services, Ltd., about June 18; *Mercer Victory*, Rogers & Webb Line, about June 26.

TO CARDIFF AND SWANSEA.—*Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about June 25.

TO HULL.—*Cornish Point*, Furness Line, about June 10.

TO NEWCASTLE-ON-TYNE.—*Cairnvalona*, Cairns-Thomson Line, about June 12.

TO AVONMOUTH DOCK.—*Turcoman*, Dominion Line, about June 8; *Lakonia*, Cunard Line, about June 10; *Cornishman*, Dominion Line, about June 22.

TO MANCHESTER.—*Manchester Division*, Manchester Liners, about June 16.

TO BELFAST.—*Melmore Head*, Head Line, about June 6; *Carrigan Head*, Head Line, about June 16; *Kenbane Head*, Head Line, about June 30.

TO DUBLIN.—*Lord Antrim*, Head Line, about June 30; *Kenbane Head*, Head Line, about June 30.

TO SOUTHAMPTON.—*Scandinavian*, Canadian Pacific Ocean Services, Ltd., about June 17.

TO LEITH.—*Cairnvalona*, Thomson Line, about June 12; *Cairndhu*, Thomson Line, about June 19.

TO SOUTH AFRICA (Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay).—*Benguela*, Elder-Dempster Line, about June 25.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Durham*, New Zealand Shipping Co., Ltd., about June 15; *Canadian Commander*, Canadian Government Merchant Marine, Ltd., about June 25.

TO RIO JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Hesione*, Houston Lines, about June 8; *Canadian Explorer*, Canadian Government Merchant Marine, Ltd., about June 23; *Halesius*, Houston Lines, about June 25.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about June 14.

TO HAVANA (CUBA).—*Canadian Adventurer*, Canadian Government Merchant Marine, Ltd., about June 14.

TO ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about June 17.

TO INDIA AND FAR EASTERN PORTS.—*Canadian Pioneer*, Canadian Government Merchant Marine, Ltd., about June 11.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Beaver*, Canadian Government Merchant Marine, Ltd., about June 7; *Canadian Gunner*, Canadian Government Merchant Marine, Ltd., about June 21.

From Quebec

TO LIVERPOOL.—*Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about June 7; *Megantic*, White Star-Dominion Line, about June 18; *Empress of France*, Canadian Pacific Ocean Services, Ltd., about June 21.

From Halifax

TO LIVERPOOL.—*Digby*, Furness, Withy & Co., about June 15.

TO BRITISH WEST INDIES.—*Chignecto*, Royal Mail Steam Packet Company, about June 10.

TO ST. JOHN'S (NFLD.).—*Rosalind*, Red Cross Line, about June 21.

TO WEST COAST NEWFOUNDLAND.—*Stella Maris*, Farquhar & Co., Ltd., about June 15.

From North Sydney

TO ST. JOHN'S, NEWFOUNDLAND.—*Sable I.*, Farquhar & Co., Ltd., every Saturday.

From Charlottetown, P.E.I.

TO NEWFOUNDLAND.—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about June 22.

From Vancouver, B.C.

TO MONTREAL.—*Canadian Carrier*, Canadian Government Merchant Marine, Ltd., about June 18; *Canadian Voyageur*, Canadian Government Merchant Marine, Ltd., about June 30.

TO HONOLULU, SUVA, NEW ZEALAND, AND AUSTRALIA.—*Niagara*, Canadian-Australasian Royal Mail Line, about July 9.

TO NEW ZEALAND AND AUSTRALIA.—*Wairuna*, Canadian-Australasian Royal Mail Line, about June 16.

TO SYDNEY, MELBOURNE, AND AUCKLAND.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about June 20.

TO AUCKLAND, SYDNEY, MELBOURNE, AND ADELAIDE.—*Canadian Skirmisher*, Canadian Government Merchant Marine, Ltd., about June 5.

TO CAPE TOWN AND DURBAN.—*Canadian Inventor*, Canadian Government Merchant Marine, Ltd., about June 6.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Manila Maru*, Osaka Shosen Kaisha, about June 16; *Empress of Asia*, Canadian Pacific Railway (Ocean Traffic), about July 1.

TO KOBE, SHANGHAI, TAKU BAR.—*Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about July 20.

TO KOBE, SHANGHAI, HONG KONG, AND MANILA.—*Robert Dollar*, Dollar Line, about May 24; *Esther Dollar*, Robert Dollar Line, about June 23.

TO YOKOHAMA AND KOBE.—*Genoa Maru*, Nippon Yusen Kaisha, about June 22.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, Canadian Pacific Ocean Services, Ltd., about June 15.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 898.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson and L. D. Wilgress, Canadian Government Trade Commissioners, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Mexico:

Mexico, British Consul General.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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June 13, 1921

No. 906

WEEKLY BULLETIN¹³⁷

COMMERCIAL INTELLIGENCE BRANCH

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Canada's Exports to European States, 1913-21
Scottish Interest in Canadian Pulp and Paper
Condition of Footwear Market in Great Britain
Suggestions for Development of Indian Market
First Shipment of Bulk Wheat from Australia
The Pit Props Market Situation in Belgium
Review of the Foreign Trade of Italy for 1920
Trade Inquiries for : Canned Goods; Wheat ;
Dairy Produce; Metals; Machinery; Hardware;
Pit Props; Wood Pulp; Motor Accessories, etc.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

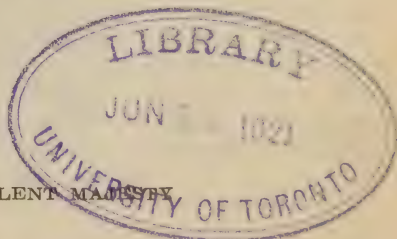


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa

Monday, June 13, 1921

No. 906

ADDITIONAL SURTAX ON IMPORTS INTO NEWFOUNDLAND

According to a telegram from the Deputy Minister of Customs, St. John's, Newfoundland, to the Canadian Manufacturers' Association, Toronto, an additional surtax of 25 per cent of the duty will in future be levied on imports into that colony. This 25 per cent is in addition to a 10 per cent surtax which has been in effect for some time. The Deputy Minister of the Newfoundland Customs explains the surtaxes as working out in this way: "Thus if duty levied per tariff rate amounts to \$100, 10 per cent thereon would be \$10, total \$110. Add 25 per cent equals \$27.50; total duty \$137.50, or a total surtax equal to $37\frac{1}{2}$ per cent." The surtax went into effect on May 26.

NEW PROVISIONAL CUSTOMS TARIFF OF SPAIN

A translation of the new Provisional Customs Tariff of Spain which was published in the *Gazeta de Madrid* for 19th May, and is effective from May 21, has been printed as a supplement to the *Board of Trade Journal* and is on file at the Department of Trade and Commerce, Ottawa, where it may be consulted by interested Canadian exporters on application to the Director, Commercial Intelligence Service. This tariff, it should be stated, is to remain in operation as a provisional measure, pending a further revision of a more permanent character, which is at present under study by the "Junta general de Aranceles y Valoraciones."

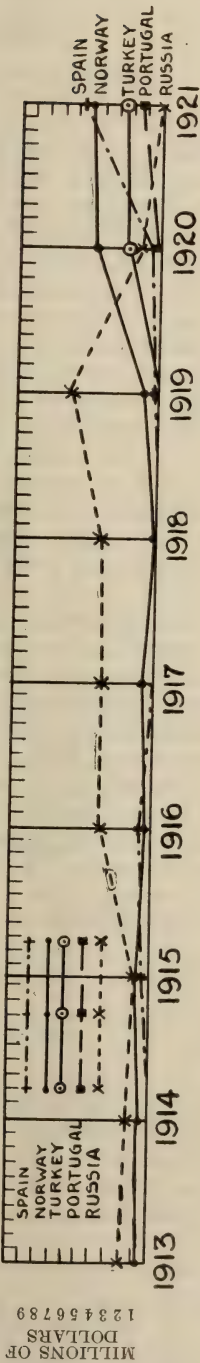
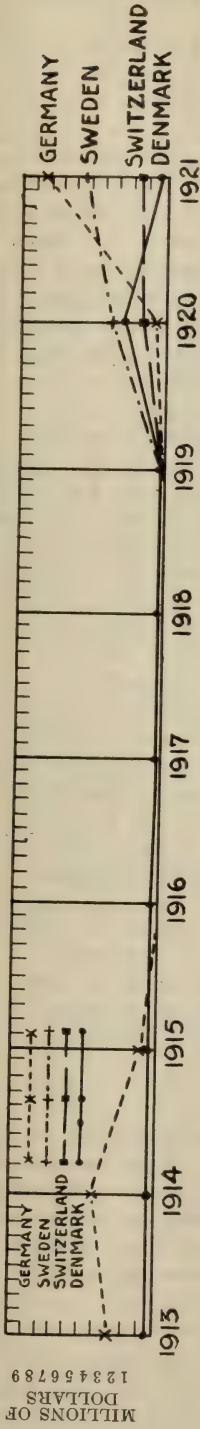
CANADIAN EXPORTS TO COUNTRIES ON THE CONTINENT OF EUROPE, 1913-21

The graphs shown overleaf depict our export trade for the fiscal years 1913 to 1921 with the principal European countries, exclusive of the United Kingdom. For the purposes of convenient representation and to avoid confusion the graphs are divided into three parts. The first shows Canada's exports to France, Italy, Belgium, Greece, the Netherlands and Roumania; the second deals with Germany, Sweden, Switzerland and Denmark; while the third includes Spain, Norway, Turkey, Portugal and Russia. Although divided into three parts, it should be noticed that each part bears the same relative standard of graphical values, and thus is a complete depiction of the whole situation in relative proportion.

At a glance it will be seen that France is Canada's chief customer on the continent of Europe. The exports to that country in 1918 were of course abnormal and due to war demands. The present decline in our exports there is merely an indication of the resumption of normal conditions. The large upward curve for Italy and Belgium during the past fiscal year is due also to the after-war reactionary demands of these countries. The 1920 peaks for exports to Greece and Roumania are due to credit advances. It is, on the other hand, interesting to note the growth of Canada's trade with Sweden, Norway, Turkey, Spain and Portugal, while our trade with Germany in the last fiscal year exceeded the prewar exports of 1913. Our exports to Russia, which were promising in 1919-20, have wilted to practically nothing in 1920-21, due to the present unsettled conditions in that country.

VALUES OF EXPORTS OF CANADIAN PRODUCTS TO COUNTRIES ON THE CONTINENT OF EUROPE, 1913-21—Continued

(Year ending March 31 of year named)



[NOTE.—Figures for Russia refer to Russia in Europe and Asia; figures for Turkey refer to Turkey in Europe and Asia.]

SCOTTISH INTEREST IN CANADIAN PULP AND PAPER

MAJOR GORDON B. JOHNSON, CANADIAN TRADE COMMISSIONER

Pulp

CONDITION OF THE MARKET

Glasgow, May 18, 1921.—At present the pulp market in Scotland, in common with the rest of Great Britain, continues lifeless, and no new business is passing. Papermakers' stocks are accumulating, some paper mills are closed down, and some are working on part time. There are, however, signs of revival, and there is little doubt that such a revival would have taken place a month or two ago if it had not been for the coal strike, which has paralyzed business in all directions. Paper buyers are holding off hoping for further reductions in prices, which they think may occur through a lowering of wages in the paper industry, following similar reductions which are taking place in many industries throughout the country.

Apart from the coal strike, a revival of business generally in Great Britain is overdue. While the effects of the strike will be serious in any case, no matter how much longer it lasts, and will retard the recovery of trade when that does begin, it is generally thought that the industry and commerce of the country will begin a new and healthier lease of life just as soon as the miners can come to a satisfactory arrangement with the mineowners and consent, with goodwill on both sides, to a resumption of work in the pits. The renewed activity all round will begin on a sounder basis than the boom which so recently swept over the whole world, and which ended as suddenly as it began. It will probably be of much slower growth, and of a permanent character, assuming comparative peace in the ranks of labour. This gleam of optimism in the minds of the financial and commercial world is due first of all to the reparations settlement with Germany, which has at last apparently been accomplished, the uncertainty of which has been one of the principal causes of the delay in the resumption of the normal activities of the world. Another reason is the widespread reduction of war wages which are now taking place to a level which will enable selling prices to be reduced, and so enable buyers to buy. The collapse in the recent boom was due, not to over-production, but to under-consumption. The whole world was (and still is) hungering for goods of all kinds, but could not pay the high prices resulting from swollen wages. A decided improvement in this respect has taken place, and while the process is not yet by any means complete, and still lower prices may be anticipated, the fall has been sufficient to create an effective demand which will clear existing stocks of all kinds, with resultant demands on the manufacturer which will once more start the wheels of industry revolving.

PRESENT PRICES

Paper, and therefore the demand for pulp, will share in this revival when it does come. Quotations for pulp, in view of the present dead market, are merely nominal. Finnish prices are £30 per ton (2,240 pounds) c.i.f. East Coast of Scotland ports for easy-bleaching sulphite. Soda pulp is £4 or £5 less. Swedish prices are much the same. £40 c.i.f. is the prevailing price for bleached sulphite. Swedish prices can be cut at any time by Finnish owing to exchange. Mechanical pulp is about £10 a ton.

OPPORTUNITY FOR CANADIAN PULP PRODUCERS, AND A SUGGESTION

When market conditions resume on a normal basis in this country, it appears that the only handicap to Canadian pulp in competition with Scandinavian, assuming equal quality, will be the higher Atlantic freight rates as compared with rates from Sweden, Norway, etc.

The present writer was speaking to the managing director of a large paper mill in Glasgow this morning, a firm which makes superfine paper and newsprint, and he furnished the interesting information that all their pulp will in future come from Canada instead of from Scandinavian countries, as it has done in the past. This Glasgow firm have acquired a financial interest in a Canadian pulp company, and will obtain their pulp as cheaply as, or more cheaply than, they could get it elsewhere, through price reductions no doubt, the pulp company being compensated for the lower prices by an increased output and steadier demand. The pulp company's own steamers (possibly chartered) will be employed.

UNIFORM QUALITY NECESSARY

The only fault with some Canadian pulp that reaches this country is its irregularity—so it is stated in some quarters. Shipments are not up to sample in some cases, are irregular in quality, and are frequently not clean as contrasted with Scandinavian, which furnishes the standard of excellence.

According to the manager of a paper mill in Glasgow manufacturing envelope papers, E.S. writings, machine-finished and super-calendered, and fine news, their experience with Canadian pulp has been unsatisfactory. The easy-bleaching used has been difficult to bleach, and the bleached not clean enough for the class of paper turned out. He was decidedly emphatic about the superiority of Scandinavian pulp, but was equally emphatic in stating that if the quality were as good his company would certainly use Canadian pulp in preference to any foreign make even if the price were somewhat higher. In Great Britain quality is a more important consideration even than price. Canadian pulp equal in quality to Scandinavian but at a higher price will find a much readier market than pulp at equal price but poorer in quality.

On being asked to explain why, if Canadian pulp was so much inferior to Scandinavian as he asserted, the Glasgow mill mentioned before in this report were forsaking Scandinavian for Canadian pulp, the manager of this company stated that the former were mostly producers of newsprint and printings, and produced the finer papers in small quantity only, while his mill was almost entirely concerned with the finest class of writing papers. While this unpalatable information is given for what it is worth, and is the opinion of one man only and his works superintendent, there is no reason to doubt his complete honesty in the matter, but his stricture applies only to the raw material for the very finest papers.

NECESSITY OF ADEQUATE REPRESENTATION

Canadian pulp companies who desire to do business in this country should open an office of their own with their own representative in charge. Their competitors are properly equipped in this respect, and their representatives are in close touch with the paper mills. Without a resident representative, pulp producers have little or no chance of doing business.

The necessity of adequate selling arrangements overseas for Canadian exporters, differing in kind of course for different commodities, was forcibly conveyed to the writer while he was Trade Commissioner in Brazil. When the late boom was at its height and business could have been easily done, many Canadian firms were busily engaged making selling arrangements by appointing in Brazil representatives or sending travellers, or otherwise forming connections, and in many cases this essential link was just properly welded in the chain from manufacturer to foreign consumer, when the trade bubble suddenly burst. Such appointments and connections should of course be accomplished while trade is dull, and the essential machinery should be installed and the market should be nursed, in readiness to take an immediate advantage of the upward turn, which is bound always to come.

C.I.F. QUOTATIONS ONLY ARE CONSIDERED

It is desirable to emphasize the absolute necessity of quoting c.i.f. United Kingdom ports, preferably in sterling. A quotation f.o.b. some interior point in Canada has no possibility of consideration when it is remembered that the paper company has before it quotations of Scandinavian firms in sterling c.i.f., as is always the case. The buyer here has no means of ascertaining the Atlantic *eastbound* freight rate much less the rail rate in Canada, even if he desired to take the trouble to find out. As stated before, outward ocean rates only are known definitely in any country, but not inward. So far as the risk is concerned in quoting c.i.f. and in sterling, both ocean freights and sterling exchange with Canada are fairly steady, but with a tendency in freights downwards and in sterling exchange upwards, and so to the advantage of the Canadian shipper on both heads.

The usual form of quotation from Scandinavian companies until recently was in sterling with a *guaranteed exchange*, but with steadier exchanges this method has been abandoned.

TERMS OF PAYMENT

Nor can business be done on the basis of a credit established by the importer in a bank in Canada. No importers here will consider such terms. To the import merchant terms should be cash-against-documents in this country, payment being made by sight draft drawn by the exporter on the importer. Paper mills may require a monthly open account.

PACKING

While there does not seem to be much difference between Scandinavian and Canadian methods of packing, it would be well to bear in mind that the pulp from Canada undergoes a much longer sea voyage, consequently absorbs more moisture, which causes an expansion of the bale and the possible breaking of the hoops. Canadian bales might be more tightly packed and have stronger hoops, with advantage to their condition on arrival.

CONTINENTAL PULP

A large pulp importer in Glasgow states that he recently returned from an extensive tour among the pulp mills in Germany and found the industry there in an awakened and rapidly progressing condition and believes that it will soon be a world competitor. As might naturally be expected, the Germans go in for detail to an extreme degree.

In Norway and Sweden from recent information the majority of the mechanical pulp mills have decided to make an effective reduction in their output to correspond more closely with the requirements of the paper mills using mechanical pulp. In fact, it is not certain that an entire stoppage has not been decided upon, with the object of contributing to the creation of a healthier market. It is felt in these countries that the bottom has been reached both in pulp and paper, and that these industries are within a short distance of arriving at a basis on which a sound start can be made. It is thought that the curtailment of production will contribute materially to an early improvement.

STATISTICS

Of the sulphites, unbleached is most wanted in this country, as the statistics show. Paper mills as a rule are provided with their own bleaching plants, and think that a continuous process from unbleached pulp to finished paper makes a better article and gives a better financial return. The imports of dry, bleached pulp for 1920 were valued at £1,468,000; unbleached, £19,544,000; and mechanical, wet,

£7,355,000. The total imports of pulp, chemical and mechanical, wet and dry, for 1920, were £29,530,000, or about \$132,885,000. The imports from Canada of mechanical, wet pulp for 1920 were valued at £1,643,906, as against £156,276 in 1913.

[A table showing the imports of wood pulp into Great Britain by countries (quantities and values) has been transmitted by Major Johnson, and is on file at the Department of Trade and Commerce, Ottawa, where it may be obtained on application (quote file No. T.C.-2-118).]

Paper

A complete list of the paper mills in Great Britain and Ireland, giving classes of paper manufactured by each, and the number of machines in use in each case, is on file at the Department of Trade and Commerce, Ottawa, and is available for Canadian pulp and paper manufacturers. (Quote file No. T.C.-2-118.)

PAPER IN GENERAL

The continuance of the coal strike is aggravating the serious position of the paper trade in Great Britain. So serious has the position become that the interests affected are looking round rather desperately to discover means to safeguard their industry. Unemployment has grown to a great extent, and there appears to be little in sight to warrant a favourable outlook. The outlook would certainly be favourable if it were thought that the revival in trade, when it comes, would embrace the paper industry as well. But the gloomy view of the future for British paper is due to the belief that when orders do begin to flow once more, they will flow, not into the British mills, but into those of other countries which are in a position to undercut British prices in the home market. That the exchange position alone will be a help to the continental mills in this direction is plain. It is feared that the British market will be flooded with foreign paper at prices far below cost of production at home. Consider the exchanges: the Finland mark in 1914 was worth 9½ pence—it is now worth 1½ pence; the German mark, formerly a shilling, is now worth a penny; the Austrian kroner, formerly 10 pence, is now worth possibly as much as ½ of a penny; and the Belgian franc has descended in the same time from 9½ to 4½ pence. To overcome, or attempt to overcome, this serious disadvantage in their own market, a determined attempt has been made to have paper, or at any rate newsprint, included in the list of commodities to be affected by the Bill now before Parliament, dealing with “key” industries and anti-dumping. The proposals embodied in this Bill are intended by the Government to meet three separate problems. The first is that of protecting “key” industries on which other industries depend, such as dyes, optical glasses, magnetos, galvanometers, etc. The proposal is to safeguard these key industries by imposing an *ad valorem* duty of 33½ per cent on imports for five years. The second part of the Bill deals with “dumping” under two heads. It is intended to prevent the sale in the United Kingdom of any imported article at a price below the cost of home production, and secondly to prevent the sale of imported goods at prices which, owing to collapsed exchange, are below the prices at which similar goods could be profitably manufactured in the United Kingdom. In either case, provided that employment in the United Kingdom is, or is likely to be, seriously affected, a 33½ per cent *ad valorem* duty is to be imposed.

It is in the second part of this Bill dealing with collapsed exchange that paper-makers hope to find a measure of relief. That their interests are meeting with strenuous opposition is evidenced in the following resolution passed at a meeting of the Provincial Newspaper Conference in London on Tuesday, May 3: “That this Newspaper Conference (representing the press of the United Kingdom outside London) is strongly opposed to the inclusion of newsprint in the provisions of the

Anti-dumping Bill, which, if adopted, can only result in the maintenance of the present prohibitive price charged by British mills, and thereby menace the future of an industry already seriously affected by the high cost of its raw material."

It is plain that an import duty of $33\frac{1}{3}$ per cent, if it is imposed, would have insufficient effect alone in keeping out paper made in a country whose exchange has collapsed almost to vanishing point, if the increased cost of production had kept constant with British increased cost of production. But no country is entirely self-contained, and the goods flowing into such a country, having to be paid for in its depreciated currency, are raised in price proportionately to the fall in exchange, increasing the cost of living, and necessitating a much higher percentage of increase in wages in the paper mills, and all other industries, than the percentage of increase in Britain. So that considering all the factors, an import duty of $33\frac{1}{3}$ per cent should prove of considerable assistance to British paper-makers when trade conditions in general begin to improve, stimulating a demand for pulp.

NEWSPRINT

The business manager of one of the most famous daily newspapers in the United Kingdom, published in Glasgow, told the writer that he considers Canadian newsprint "magnificent stuff." This company has recently joined forces with one of the big London dailies, and another, for the purpose of acquiring a financial interest in a pulp company in the province of Quebec. The pulp will be shipped to Britain and turned over to a newsprint mill who will manufacture for them. This arrangement will furnish the Glasgow newspaper with about half its requirements, which are about 12,000 to 15,000 tons a year.

This newspaper can buy Finnish or Norwegian newsprint at $2\frac{1}{2}$ pence per pound, but declines to do so. It has preferred to buy English newsprint, so the business manager states, at an extra cost of tens of thousands of pounds, in order to help British industries. The cost of British newsprint is now fourpence per pound. This paper will always buy Canadian newsprint in preference to Scandinavian, price and quality being equal, and will use its powerful influence to encourage others to do so.

In normal times newspapers contract about one month ahead, but in the abnormal period of a year ago, when a newsprint famine, which failed to arrive, was feared, newspapers loaded up or contracted for paper six months or more ahead, at the extreme prices then prevailing. In the present falling condition of the market contracts for short periods only will be made.

As has already been stated in regard to pulp, c.i.f. quotations in sterling should be made. While business is done directly between the newspaper and the manufacturer, it is always through the London office or representative of the latter in the case of manufacturers outside of Great Britain.

In one quarter here it is the opinion that representatives in this country of Canadian newsprint and pulp manufacturers do not appear to possess enough authority to make rapid decisions. This lack of full authority accounts for a good deal of business passing to the Scandinavian companies, whose resident representatives appear to possess the authority for making quick decisions and binding the companies they represent.

KRAFT

The pure original kraft paper is made apparently only in Norway, Sweden, Finland, and Germany. There are no mills in Great Britain making genuine kraft, their so-called kraft being a mock or imitation variety. The four countries mentioned above produce mock kraft also.

Besides these two varieties of kraft, there is also a third quality, made by the sulphate process, which is now priced at £2 below the pure sulphite-process kraft (price £38). Practically all the pure kraft made by the Scandinavian mills is of the same quality.

An agreement about two years ago was entered into by the Scandinavian kraft mills to stabilize prices. The agreement was dissolved early in April of this year and prices, which were then about £70, have dropped since to £38.

There is some doubt in the mind of the writer whether genuine kraft made by the sulphite process is manufactured in Canada. In any case, the variety of kraft which reaches this country from Canada is stated by importers here to be inferior to the Scandinavian variety made by the same process.

Quotations are always in sterling, and from Scandinavia are both c.i.f. and f.o.b. port of shipment. Terms usually are cash against documents in this country.

BOXBOARD AND STRAWBOARD

Paper box manufacturers consider the boxboard produced by the British manufacturers to be inferior in strength to the Scandinavian boxboard, and particularly to that made in Finland. British firms apparently cannot turn out a real leather board, and their product, due to its thinness, is only good enough usually for folding boxboards. Canadian grayboard, considered only slightly inferior to the Scandinavian for strength, is of a tough and fibrous texture. The German product has a better finish than the Canadian, but lacks the tough texture of the latter. Canadian boxboard appears to be specially suitable for confectionery and folding boxes.

While the market for imported strawboard is in the glutted condition that exists at present, prices quoted have only a nominal value, as manufacturers will probably accept almost any prices which will realize cash. An important firm manufacturing paper boxes in Scotland say they had an offer to-day (May 18) of strawboard at £6 15s. a ton (2,240 pounds) c.i.f. Other prices obtained vary from £6 to £6 10s. f.o.b. Holland. Freight rates Holland are about £2 or £2 10s. per ton. These prices probably represent a large reduction from the mere cost of production. Dutch strawboard is usually sold on a basis of "free at warehouse" of the British box manufacturer; when sold to import merchants it is on a c.i.f. basis. Before the war terms were usually 70 to 75 days from date of draft, but cash against shipping documents is at present the rule.

Packing of strawboard and boxboard should be standardized, so that all bales should contain a uniform weight, say 1 hundredweight (112 pounds). This, of course, facilitates the checking of shipments and the taking of stock.

Strawboard is not made in Great Britain, and Holland supplies most of this country's requirements. As in the case of other papers and pulp, British importers and users of boxboard and strawboard would prefer to do business with Canada rather than with the continent of Europe—a sentimental preference to Canada which is so general throughout the country as to be of high practical importance.

[A table showing the imports of paper into the United Kingdom by countries in 1920 and 1918 (quantities and values) has been transmitted by Major Johnson, and may be obtained on application to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa (quote file No. T.C.-2-118).]

PACKING OF PREPARED FLOURS FOR SHIPMENT TO ARGENTINA

One of the largest importers of American foodstuffs in Buenos Aires complains, says the *United States Commerce Reports*, that he is frequently in receipt of consignments of prepared flours that have deteriorated in transit here. This condition is due to improper packing in thin paper boxes unsuited to withstand the long journey through the tropics. All prepared flour for sale in Argentina, such as pancake preparations and self-raising flour, should be packed in tightly sealed packages preferably covered with paraffine paper, since insects bore through the cardboard boxes. This wrapping is also desirable for rolled oats and breakfast foods.

CONDITION OF BOOTS AND SHOES MARKET IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, May 26, 1921.—Although subsequent to the armistice, when stocks of all kinds in the United Kingdom were depleted, a profitable market was found in the United Kingdom for Canadian boots and shoes, the importation in 1919 attaining the considerable figure of 25,456 dozen pairs valued at \$1,705,000, the position has now materially altered, and various firms consulted, who a short time ago were handling Canadian shoes and eager to do so, now unanimously express the opinion that prospects for present or permanent trade are extremely unfavourable, a view which is confirmed by the unwillingness of any to interest themselves in the matter.

The manufacture of leather boots and shoes has, indeed, always been a leading British industry, and even at a time when methods of manufacture were out of date in comparison with American progress, British goods held a high reputation for quality and durability, and the quantity exported was largely in excess of imports.

BRITISH IMPORTS AND EXPORTS

About twenty years ago the British industry was revolutionized by the introduction and general adoption of the improved American machinery and appliances which, supplemented by the reorganization of methods, rendered competition from abroad still more difficult, and during the five years prior to the war the annual exports of leather boots and shoes averaged about 1,300,000 dozen pairs as against an importation of about 190,000 dozen pairs.

Before the introduction of the up-to-date machinery, American manufacturers had conducted a vigorous campaign with the object of securing substantial business in this country which was successful to a certain extent, although British manufacturers contended that in view of the expense involved, the trade could not be as profitable as was claimed.

In certain cases this entailed the adoption of United Kingdom shapes and lasts, but of the 70,000 dozen pairs which came in annually before the war—and which is just about the quantity imported in 1919—a large proportion are sold to Americans resident in this country and people who prefer American styles, and mainly in stores operated and controlled by United States boot and shoe organizations.

DIFFICULTIES OF THE MARKET

It will be known that prior to the war several Canadian manufacturers had at different times investigated the feasibility of securing a market in the United Kingdom, but the results were generally disappointing, because it was found almost impossible to compete upon a profitable basis.

Chief difficulties are the necessity of manufacturing specially for the requirements of the United Kingdom, with the adoption of British patterns and lasts, and the active competition of an industry which is completely organized both for manufacturing and selling. Although after the armistice buyers were willing to accept boots of Canadian design, this is quite exceptional, and was due entirely to the urgent demand for goods of any kind. Now that this has passed away, customers insist upon the British type of boot and shoe, to which they are accustomed, and any of Canadian or other pattern still remaining unsold, are unsaleable except at the sacrifice prices at which they are being offered.

OUTPUT CAPACITY AND HOME MARKET

Competition with home boot and shoe makers has been rendered much more difficult by the great development of the domestic industry which took place during the war when the necessity of furnishing footwear to the Allied troops arose, and

the keynote to the situation is to be found in an announcement made only a week ago at a conference of boot and shoe operatives, that whereas the present potential output capacity of the United Kingdom is 125,000,000 pairs of boots and shoes annually, the home consumption does not exceed 65,000,000 pairs, or only half what the country can produce.

While prices of boots remain extravagantly high, there has been a substantial fall from the level at which our Canadian manufacturers found it profitable to sell their boots and shoes in this country, and it is certain that this reduction must continue.

Indeed, it is this epoch of high prices and the unfavourable trading conditions which prevail, that have retarded United Kingdom boot and shoe manufacturers from securing the greatly increased export trade which they have been confidently anticipating.

Another important factor has of course been the high wages paid to labour, but while a persistence of this situation and trouble with labour would obviously be a factor favourable to competition from abroad, it is improbable that these conditions can continue.

PROSPECTS OF FUTURE IMPORTATIONS

Upon the other hand, it is unreasonable to anticipate that there will be a cessation of the importation of foreign manufactured boots, which for years past have been also supplied to this country by France, Austria, Germany, and other countries to meet particular demands and tastes, and if Canadian manufacturers find it profitable to cater for this trade, there is no reason why they should not obtain a footing.

Indeed, one London firm, which has been importing large quantities of Canadian boots and shoes, state that they have been able to retain a portion of this business because the Canadian goods are made in widths which are not manufactured by British makers, and they have specialized in canvassing for this trade, by bringing these advantages for fitting purposes to the public notice through the medium of publicity.

In view, however, of the keen competition by manufacturers and factors, which includes the maintenance of multiple shops, it is difficult to secure the co-operation of importers and merchants, and the necessary missionary work would have to be largely undertaken by the manufacturer himself.

For all these reasons it seems doubtful that any considerable or permanent opening exists for Canadian boots and shoes for consumption in the United Kingdom, even when the existing exchange position is righted.

An alternative, and more likely, market which suggests itself is the so-called "indent" houses in London, Liverpool and other ports whose business it is to purchase goods upon behalf of customers in the British Empire and foreign countries which in most cases would be shipped direct from the country of production to the customer. But in a special investigation recently made, in which practically all the principal London houses interested in the purchase of Canadian goods were interviewed, and inquiries received for a large variety of Canadian-manufactured goods, no single request was made for boots and shoes.

WOOL MARKET OVERSTOCKED IN JAPAN

In a letter of April 4, Commercial Attaché Abbott writes, in the *United States Commerce Reports*, that there is about 90,000,000 yen worth of wool and tops in Japan, while the price of these in Australia is below the cost of production. This means a considerable glut in the market in Japan. There is also a large accumulation of woollen fabrics, yet, on the other hand, retail prices have not perceptibly dropped.

DEVELOPMENT OF TRADE WITH INDIA

TRADE COMMISSIONER L. D. WILGRESS

London, May 24, 1921.—The London office of a leading Indian house, who have branches at Bombay, Calcutta, and Madras, have been endeavouring for some time to develop trade between India and Calcutta. They are anxious to receive particulars from Canadian exporters of lines suitable for the Indian market, such as socks and stockings, light underwear, shoe polish, hardware, bolts, nuts, rivets, nails, builders' materials, hollow-ware, utensils, cement, tractors, agricultural implements, tools, chemicals, etc. The name and address of this firm may be obtained on application to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa (refer file No. T.C.-2-113).

The chairman of the company has kindly set forth the following practical points to be observed by Canadian manufacturers desirous of building up trade with the Indian market:—

SOME PRACTICAL CONSIDERATIONS

“There are several very serious difficulties in the way of establishing business in many lines of Canadian manufacture which could be entirely obviated if the Canadian exporter were better informed of the conditions prevailing in these markets.

“*Prices.*—As a rule, Canadian prices for manufactured articles are too high; it being necessary to understand that although the population of India is somewhere in the neighbourhood of 350,000,000, the purchasing power of about 300,000,000 of these people is practically nil. Wages do not average more than 1s., or 25 cents, per diem over the whole country, and when the cost of living has been taken out of this it will be seen that there is a very small margin left for anything in the way of what Western people could consider even modern conveniences, much less luxuries. In catering for the Indian market, therefore, it is necessary that the manufacturer shall endeavour to place his goods at a price which will bring them more nearly within the reach of the people, and this can be done in most cases by making a quality to meet the situation. It is also highly essential that the type of goods demanded in this market shall be carefully studied, and for this purpose, unless a representative is on the spot, it is to be recommended that samples of actual lines at present being sold should be obtained by the Canadian manufacturer in order that he may match them or, preferably, go one better.

“*Packing.*—Another question is that of packing. The packing that will do for temperate climates, or even some other tropical countries, is in many cases absolutely unsuitable for India. Take, for instance, such things as dry products in the shape of milk foods, etc., and other powder forms of chemicals. It is absolutely essential in most cases that these shall be packed in glass containers, otherwise the humidity of the climate causes metal packings to sweat and the contents to become spoiled. In such matters also as the packing of heavy chemicals for the milling industries—nitric, sulphuric, and other acids—the packing preferred for these, instead of being in carboys, is in 28-pound earthenware jars, packed two in a case, the cases being very strong, to prevent breakage. In all instances hooped packing cases should be used, as the goods are subject to very rough handling by the native labour at the docks and railways. Considerable loss is often occasioned to manufacturers through fragile cases being used, whereby the cases become split, and the contents are not only damaged but suffer also from a very considerable amount of pilferage, the latter, unfortunately, being only too common.

“*Trade Marks, Designs, etc.*—Care must be exercised here that no design is used which would be likely to offend religious prejudices. This again is a very com-

plex matter on which expert advice is needed, as it does not matter how good the article may be if it is labelled or marked in any way which appears offensive to the religious views of the people, the article will be quite *tabu*, it being well to remember that the Hindu and the Mohammedan both carry their religion into their everyday life, thus colouring the whole of their attitude to everything they touch or handle in any way.

Terms of Payment.—Another point for serious consideration is the question of payment for goods. It is the practice of Canadian manufacturers to demand payment ex factory, or f.a.s. Canadian ports. This does not meet with the requirements in the Indian market. The Indian merchant desires c.i.f. quotations, so that he will know the exact laid-down cost of the goods in his market. This is a question which only needs careful consideration to enable manufacturers to surmount that difficulty, the merchant being quite willing to pay even a little more for the convenience thus accorded. Germany and Austria always gave every facility in this direction, and through their study of the market requirements, and the desire of the merchants, had achieved a wonderful success in this field.

Advertising.—As in every other country, advertising plays a very important part in placing goods on the market, and here again much discretion must be used, or the advertiser is apt to spend a lot of money on useless papers which eke out a precarious existence by means of obtaining advertisements and whose circulation and influence is so small as to be practically negligible. It is to be regretted that in many cases advertising firms farm out quite a number of insignificant native papers, selling space to people who cannot judge of the advertising value of these, and therefore causing a serious loss to the manufacturers.

“Summing the position up, it is advisable that the Canadian manufacturer who wishes to develop his trade in the Indian market should get in touch with some reliable house having organizations on the spot, who would, in their mutual interest, give the best advice and assistance in developing the business and conserving the interests of all parties concerned.”

IMPORT OF MOTOR CARS AND PARTS INTO THE WEST INDIES

TRADE COMMISSIONER E. H. S. FLOOD

Barbados, May 21, 1921.—The number of motor cars, imported into the West Indies and British Guiana for the three-year period, 1917-19, was 2,017. This figure includes 630 cars for Jamaica, an estimate based on the average value of the car imported into the other colonies, the customs returns giving the value but not the number of cars imported. The value of the import of cars was £331,956, and of car parts £423,089, making the total importation value £755,045. The statistics for 1920 have not yet been received, but it is learned that the importation of motor cars has shown an exceptional increase during the year. The following statement, in regard to each colony, will give sufficiently clear details of the motor car business in these islands:—

JAMAICA

In the three-year period, 1917-19, the import of motor cars and parts into this colony valued £282,271. Of this motor cars stood for £109,860, and motor car parts £172,411. The popular cars appear to be the same as those in the other West Indian Islands, and though no lists are at hand, the advertisements in the newspapers indicate that the following cars, nearly all of American manufacture, are on the market: Maxwell, Dodge, Buick, Overland, Ford, Continental Red Seal motor cars and trucks, Service motor trucks and Federal Trucks. The Registrar's returns show that 2,102 cars have been entered since registration became compulsory. The number

of motor vehicles on the registration list in commission on December 31, 1919, was 1,640, of which 1,417 were motor cars, 165 motor cycles and 58 traction engines. Up to the present there has been no tariff preference in favour of British or Canadian cars imported into Jamaica, but under the new agreement a preference of one-third is conceded:

TRINIDAD

The number of motor cars imported between 1917-19 was 556, valued at £96,406, and parts at £93,947, making a total of £190,353. About one-half of the whole import came in the latter year of the period, which proved to be the beginning of a boom in the motor car business. I am advised by the Collector of Customs that the import in 1920 considerably exceeded that of any other year, 623 motor cars and trucks having been imported, valued at £173,943, of which £165,923 was credited to the United States, £4,273 to the United Kingdom, and a little over £1,000 to Canada. This is about the first time that Canada appeared in the statistics. The total number of motor cars imported into the colony up to December 31, 1920, was 1,722. The cars mostly in use appear to be the Ford, Buick, Dodge, Overland, Hudson, Jackson and Studebaker. Under the new agreement tariff of April, 1921, the rates of duty ad valorem are as follows:—

Motor cars	10	per cent pref.	20	per cent general
Motor lorries	5	"	10	"
Motor car parts	10	"	20	"

BRITISH GUIANA

During the period under review the total value of motor cars and parts imported into British Guiana was £134,795. The number of cars was 396, the United States supplying 377. Of parts, however, though the supply was greatest from the United States, some considerable part of the import came from the United Kingdom and Canada. The six most popular cars used are: Dodge, Overland, Ford, Buick, Chevrolet and Studebaker. The number registered is 1,013. Under the new British Preferential Tariff recently passed, the rate of duty is 20 per cent general and 10 per cent preferential, and for the present there is a 10 per cent surtax.

BARBADOS

The value of the import into Barbados during these three years of motor cars and parts was £88,596, of which £41,749 were in motor cars and £46,847 in parts of cars. The blue books show that up to March 31, 1920, the number of motor cars and trucks registered were 754, of which 714 were cars. In the previous year the customs returns show that cars to the value of £501 were of British origin and £17,124 from the United States, and of motor car parts £3,257 came under the British preference and £15,437 under the general—chiefly American—the total value of the import being £18,694. The cars most commonly seen in Barbados are: Ford, Overland, Willys-Knight, Maxwell, Buick, Dodge, and a few Hupmobiles. The usual method that obtains in paying for motor cars is sight draft against documents, or a credit at port of shipment. This is probably the general rule in the motor car business—at all events it is the rule here. The present rate of duty on cars and parts is 11½ per cent general and 9 per cent preferential. Under the new proposed tariff, the general is to be 20 per cent and the preferential 10 per cent. This preference, together with the favourable rate of exchange, should give great encouragement to Canadian manufacturers of motor cars to compete against foreign countries for a reasonable share of the trade.

THE LEEWARD AND WINDWARD ISLANDS

In these two Presidencies 213 cars were imported between 1917-19. St. Kitts and Antigua, in the Leeward Islands, are credited with 87 cars and the smaller islands with 15. With the exception of the two first-mentioned colonies, there will hardly be any considerable import of motor cars, for the reason that there are very few roads in the colonies, whereas in St. Kitts and Antigua it is probable that the demand for cars will increase. Of the Windward Islands 81 cars were imported into Grenada, and 30 into St. Lucia and St. Vincent. Here again the road mileage has affected the demand for cars, Grenada having fine roads suited for motoring. The value of the cars imported into these two Presidencies was £26,959, and of parts £32,071, making a total of £59,030. Only in Grenada is a registration list of motor cars available, and it shows that on December 31, 1919, there were 165 cars registered, of which 84 were Ford, and the balance made up equally of Overland, Saxon, Chevrolet, and Maxwell.

The following statement gives the number of cars imported, their value, and the value of motor car parts from 1917-19:—

Countries	Motor cars.	Value Parts.	Total Value.	Number of Cars.
Jamaica (estimate)	£109,860	£172,411	£282,271	630
Trinidad	96,406	93,947	190,353	556
British Guiana	56,982	77,813	134,795	396
Barbados	41,749	46,847	88,596	222
Leeward Islands	13,138	7,519	20,657	102
Windward Islands	13,821	24,552	38,373	111
Totals	£331,956	£423,089	£755,045	2,017

HIGHER POSTAL RATES IN THE UNITED KINGDOM

The British Postmaster-General announces that, with a view to meeting the anticipated deficit on the current year, the Government have decided to make several important changes in postal rates as from June 13. They may be summarized as follows:—

INLAND POSTAGE.

Present Rate.		New Rate.
Postcards	1d	1½d
Printed Papers—		
Up to 1 oz.	¾d	1d
1oz. to 2oz.	1d	
For each add. 2oz.	¾d	¾d
Registered Letters	2d	3d

The rates for letters, newspapers, and parcels remain unchanged.

FOREIGN POSTAGE.

Letters—		
Not exceeding 1oz.	2½d	3d
For each additional oz.	1½d	1½d
Postcards	1d	1½d
Printed Papers—		
For every 2oz.	¾d	1d
Commercial Papers—		
For every 2oz.	¾d	1d
	(minimum 2½d)	(minimum 3d)
Samples—for every 2oz.	¾d	1d
	(minimum 1d)	(minimum 2d)
Registered Letters	2d	3d

BRITISH EMPIRE AND U.S.A.

Letters—for 1oz.	2d	2d
For each additional oz.	1d	1½d
The rates for postcards, printed papers, &c., will be the same as for foreign countries.		

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Trade Conditions in New South Wales

Sydney, May 5, 1921.—The outlook appears to continue unfavourable for material or immediate betterment of trading conditions in general merchandise, and markets for the most part are strictly limited. Buyers observe a world-wide tendency to lower prices, and show lack of confidence in the future. Purchases are largely restricted to the covering of immediate requirements, or to quantities for which a consumptive outlet is assured. In the circumstances indent business has come almost to a standstill. Spot stocks in many lines are large, and until such holdings are well on the way to depletion, conditions must remain more or less unstable.

Seasonal conditions continue to be excellent, and it is anticipated that the acreage of wheat sown this year will be at least as great as last year.

First Shipment of Bulk Wheat from Australia

The terminal elevators at Sydney, which have been under construction for some time, are now so near completion that the bins are now being filled with the wheat resulting from the current season's bounteous harvest. The capacity of the storage bins is 6,000,000 bushels.

The first vessel to load a cargo of wheat in bulk at Sydney took in 4,500 tons, and was recently despatched on her long voyage to the United Kingdom for orders.

As the dunnage required for lining the holds is not available in Australian-grown woods, the timber has necessarily to be imported and the cost of lining is therefore a large item. In this instance the cost was £2,619 for the one ship, and as the cargo was equal to 166,000 bushels, the cost of fitting the ship was nearly 4d. per bushel. The cost of loading bagged wheat is estimated to be 10s. 4d. per ton less than that of loading wheat in bulk. Shippers and shipowners are therefore inclined for the present to be shy of bulk loading. The varying gradations in temperature during the voyage is also a subject of concern. The cargo after leaving the temperate climate of Sydney passes through the colder southern latitudes, then through the equatorial regions, finally terminating in a colder climate. How these temperature variations will affect the cargo is as yet undetermined. The recent shipment in bulk from Sydney is largely experimental, and it will be the only shipment until results are made known.

Cotton Cultivation in Australia

Cotton has been grown in the tropical part of Queensland for about fifty years, and when cotton supplies had been reduced to a minimum by the American Civil War, the production of the fibre assumed some importance in Queensland. But the industry did not last long when peace had been restored, and for a long time was almost wholly extinct.

During the progress of the Great War, owing to the shortage of cotton, the project of cotton growing was again revived, and it is stated that growers received returns ranging from £15 to £23 per acre.

Quite recently a tour of investigation was made by some experts on behalf of an English organization, and it is stated they were much impressed with Queensland's cotton-growing possibilities. The soil and the climate are well suited for the purpose, and the only problem to be solved is that of labour.

Trade of Papua (New Guinea)

The report for the year just closed, with regard to the administration of the territory, states that it has been a most successful one, and that the increase in

imports, exports, and revenue was large, and the returns generally of an encouraging nature. The revenue amounted to close on £80,000 as compared with £61,000 for the preceding year. The value of imports was £422,741 as compared with £258,112, and exports amounted to 270,481 as against £176,247 for 1919.

There was a great increase in the amount of copra exported, the amount being 94,080 tons as compared with 2,598 tons for the year before. The abnormally low price now being paid for copra seriously affected the total value of exports.

Pearls found showed a decrease in quantity, but an increase in value, which was £25,577 as against £21,550 in 1918-19. Osmiridium, which has been found in Papua for some years in small quantities, is recorded for the first time as an export, the amount exported being 88.5 ounces. Gold also showed a slight increase.

Rabbit Skin Prices at Sydney

Prices of rabbit skins at Sydney have shown a tremendous drop during the last twelve months. Last April first bucks realized up to 125 pence per pound, but at recent sales only 38 pence was paid. Inferior qualities have decreased in like proportion. Many Sydney speculators were hard hit during the boom.

Water-power Resources of New South Wales

The importance of the large amount of power at present running to waste in the state of New South Wales has been the subject of investigation by experts for some considerable time, and the passing of the Hydro-Electric Development Act recently, authorizing the works necessary in connection with the utilization of the waste power available, has stimulated action. At the present time there is not one hydro-electric scheme of any importance in operation in the state, and manufacturers are entirely dependent on coal as the source of power.

Constantly recurring strikes and the consequent repeated short supplies of coal compel the attention of manufacturers to other sources of power, and advances have already been made to the authorities by some prospective users. So far the matter has only progressed to the stage that surveys have been carried out to the extent that accurate data is now available to enable the required estimates of cost to be made.

When the matter progresses further, should tenders for the machinery be required from other countries, Canadian manufacturers will be advised by this office as to the requirements.

Trade with the New States of Central Europe

The newly created states of Central Europe, which have been allotted different boundaries and the freedom of certain continental shipping ports, are endeavouring to take full advantage of their facilities for trading abroad, and representatives of manufacturing houses are now energetically pushing trade in the various centres of Australia.

New Steel Works at Port Kembla, New South Wales

A new steel works is to be established at Port Kembla, a new port sixty miles south of Sydney. A large breakwater is now nearing completion, which will considerably enhance the natural facilities of the port and provide the required accommodation for the largest vessels trading to Australia.

The port is in the centre of an extensive coal-mining district, and it is anticipated that when the works are in operation many subsidiary industries, depending on the free supply of iron and steel, will be established. It is stated that the outlay

on the works will be in the neighbourhood of £2,000,000. The same company is now operating large iron and steel works at Lithgow, which is 100 miles inland from Sydney.

High Price of Eggs at Sydney

The wholesale price of new-laid eggs at Sydney is at present 3s. 8d. per dozen, which is a record price for this market, and is due to the approach of winter and the scarcity of fowl feed caused by many flour mills having been shut down owing to the almost total cessation of export orders for flour. The heavy customs duty of 9d. per dozen, however, makes the import of eggs almost prohibitive.

IMPORT TRADE NOTES FROM NEW ZEALAND

TRADE COMMISSIONER W. A. BEDDOE

Condition of the Building Trade

Auckland, May 9, 1921.—The briskness or otherwise of this trade is a good index of a country's prosperity. For a long period there has been great activity in the building trade, necessitating a constant drain upon stocks, particularly small stuff. In heavy iron goods, such as bar iron, piping, corrugated sheets and wire, the stocks are heavy owing to recent importations on orders sent to Great Britain two years ago. One hardware firm alone had to finance £250,000 within a few days.

The Government having extended the moratorium, makes it harder for those who wish to build to lay their hands on their money although the money is placed at call. Many thousands of pounds cannot be secured on application because the only way to get it is by drawing on the banks, and inasmuch as call money cannot be demanded, the banks do not have to pay.

The fact that call money cannot be collected does not affect the ordinary business transactions of the country, except to the extent that the firms or institutions who have the loan of call money, not having to pay, are able to use funds to pay for imports which in many cases would be much better employed in developing local industries.

Newsprint Contracts for New Zealand Pending

The newspaper proprietors of New Zealand have now under consideration the purchase of, say, 8,000 tons of newsprint from Canada and 8,000 tons from other sources, and intend to invite tenders for same. This will be about one year's supply. When the specifications arrive at this office they will be transmitted to Canada. As illustrating the marked price recession that has taken place, the local papers here have paid up to £70 a ton for paper, which is offered to-day at £28 a ton from Scotland. If Canada is to continue as a source of supply of newsprint for New Zealand, prices must come down.

Bar Iron and Round Mild Steel

Reference has been made to heavy iron stocks. Quotations for bar iron and round mild steel bars arrive regularly, and have been very attractive. The state of the financial barometer does not justify placing orders. Had the terms been cash against documents, substantial orders could have been secured, but at this end it is generally understood that such methods are temporarily suspended in consequence of Canadian banks declining to discount New Zealand paper. However, some firms here are negotiating to establish credits in Canada, which will improve the situation.

Financing of Imports

The most prominent men in this Dominion, also the banks and other financial institutions, advise the greatest caution with respect to imports. The demand on

the banks for money has been great and New Zealand produce has not yet arrived in London in sufficient quantity to provide gold for drafts, and until this takes place the banks will not render much financial assistance.

The old method of financing by cash against documents may be said to have ceased. There are a few exceptions, and with respect to these exceptions, when the consignee in New Zealand takes up his documents and pays his money to the bank, the bank remits it by way of a draft on London at three months or longer. It is in rare cases that the banks are willing to establish credits abroad. New Zealand importers have expressed a keen desire to trade with Canada when conditions improve, but so long as the banks decline to assist in financing the imports and the exports, trade will be slack. There is a general disposition to realize and reduce indebtedness to the banks, even at a slight loss. It is not intended to suggest that New Zealand is not financially strong. It is, but it is intended to intimate that for the present importations will fall away. This will only be temporary.

THE PIT PROP SITUATION IN BELGIUM

TRADE COMMISSIONER A. S. BLEAKNEY

Brussels, May 18, 1921.—The extensive coal-mining areas of Belgium necessarily require large quantities of pit props. The total area of the exploitations in the Sambre and Meuse field and adjoining Belgian areas was, in 1912, 58.27 square miles. There are about 180 coal-mining companies in Belgium.

France was the principal source of supply in 1920, furnishing 57,524 cubic metres, valued at 4,476,919 francs. Luxembourg supplied 49,453 cubic metres valued at 3,631,870 francs, while Germany supplied 3,240 cubic feet worth 204,951 francs. Holland is credited with 3,039 cubic feet worth 265,040 francs, probably of German origin. The above Belgian importations are for poles and pieces of wood in bark and not sawn having less than 75 centimetres circumference at the large end. The duty collected on these was two francs the cubic metre.

Belgium supplies large quantities of such wood for her own use. It should be remembered that of the total area of Belgium, 18 per cent is afforested, this being over four times the percentage of Great Britain. The Ardennes is the principal wooded sector. In 1908, 62 per cent of the Belgian forests was owned by private persons, 31 per cent by communes, and 5½ by the State, and 0.25 by other public bodies. Since then, State ownership has steadily increased. These State-owned tracts yield about 5 per cent on investment. Beech and oak are giving place to fir. In this manner, a large home-grown timber supply is assured.

In "poles and pieces of wood not sawn or barked less than 75 cm. circumference at the small end," Belgium exported last year 76,590 cubic metres valued at 7,957,635 francs.

Pit props have not in recent times been an article of commerce between Canada and Belgium. This appears to have been the result of freight and costs of landing the goods here. Conditions having changed, however, since 1914, it would be interesting to have Canadian firms send forward quotations to test the present possibilities.

Belgian mines specify pine sylvestre, which is the Scotch fir, so common in Europe. The wood is strong and durable. However, Congo woods, after tests, have been used for railway ties in Belgium, while specifications call for oak, beech or pitchpine. It is suggested that Canadian firms send forward with their quotations samples of the woods in which Canadian props are supplied. (See trade inquiries in this issue, page 970.)

Pine sylvestre was quoted recently at 100-105 francs f.o.b. Belgian forests, at 100 to 105 francs per metre cube for the larger sizes of pit props, smaller sizes at 80 to 85 francs. To arrive at cubic metres, the length and average diameter is taken

and only actual wood is counted. The open spaces between the poles are not counted.

As to the condition of the market at present, current reports point to considerable uncertainty. There is not much buying. A number of merchants have just formed a co-operative association with a view to repurchasing stocks held by the Government. Many of the mines have their year's supply provided for and stocks are reported to be considerable.

As a result of letters to Belgian coal-mining companies and dealers in pit props, a number of interesting replies were received. One prominent importer writes: "I am always in the market for pit props in barked pine, but I fear that freight and other charges are too high to enable business to be done. Before the war I have several times negotiated with a view of importing these from Canada, without favourable results. The props used in Belgium are 1·80, 2, 2·40, and 3 metres long, and of from 4 to 7 inches diameter at the small end.

A mining company writes that while their requirements are covered for this year, they will, however, be interested in the possibilities of securing Canadian props. Their requirements are pine sylvestre, cut 1·50 metres from the ground to a circumference of 30 to 70 cubic metres at big end, tapering to 18 to 20 cubic metres at small end and barked effectively on 3 to 5 faces according to size. Quotations per cubic metre, interspaces not to be counted as wood.

Further inquiries for pit props for Belgium are detailed in this number of the *Weekly Bulletin*, page 970.

THE MARKET FOR PLUMBERS' SUPPLIES IN FRANCE

LT.-COL. HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

Paris, May 19, 1921.—In the past the imports from Canada to France of plumbers' supplies have been practically nil, and none of the importers has any knowledge of the Canadian product, its quality, price, etc. They are not optimistic about the possibility of introducing Canadian goods on the French market, basing their opinion on importations of similar articles from the United States which even before the war, though of good quality, were too high in price. Most of the business has been in the hands of one or two large French firms, who manufacture a wide range of articles of good quality and appearance at moderate prices. Several English firms have also done a good deal of business in France in earthenware goods, built up on a reputation for very excellent quality, although prices are higher than the French products. Lately, some hardware has also been imported from the United States. This is also of a high class, and as the prices are very high, it is used only in the more luxurious installations. Practically no importations of earthenware have been made from this source, and importers say that production costs and transportation charges, due to their great weight, will make these articles too expensive for the French market.

There is a demand in France for reliable articles well finished, but most of the trade is for the average man not of large income, who generally considers price before quality and looks into every little detail to try and cut expenses. There is very little demand for quality regardless of price; most of this trade comes from the large hotels, especially those at fashionable tourist resorts. Toilet rooms have, however, recently been fitted up in marble in some private houses. The hardware in one of these installations was imported from the United States, and the earthenware from England. At Monte Carlo much of the work in the hotels was done with American fittings, regardless of cost. Sanitary arrangements, on the average, are very old-fashioned in France; they are not considered of so much importance as in Canada or the English-speaking countries; and in general people are quite content with this state of things. Since the war, however, many people have begun to appreciate the

advantages of good up-to-date toilet arrangements, and with improvement in exchange opportunity for trade will increase. Too much stress cannot be laid on the importance of cheapness, and this combined with good (almost flashy) appearance is the key to successful trade in this line.

HARDWARE

All plumbers' hardware for the French trade should be in nickel finish. Brass is not considered of sufficiently rich appearance, and as it requires cleaning oftener, it is not popular with the French housekeeper. For basin faucets and bath taps the four-arm type (vertical spindle) is the standard, the "T" being hardly ever used. Faucets with earthenware handles are little employed, apparently as a measure of economy. Bath taps are generally made single, and quickly operating taps are rarely used, except in bath establishments, where they are of large size and are used solely to enable the rapid filling of baths. Showers are very rarely installed. The handles of cocks and waste plugs should read CHAUD, FROID and VIDAGE respectively. Very little sanitary hardware is imported, as the duties are almost prohibitive.

EARTHENWARE

Fireclay (porcelain) is much used in preference to earthenware (chinaware), as it is cheaper and much stronger. It is generally made very thick, and its weight is greatly against transportation from long distance. A great part of this trade is in the hands of one or two large French firms, though much business is also done by several English houses whose goods have a very high reputation. Practically nothing in earthenware has been imported from the United States, and Canadian ware is almost unknown.

Detailed statistics of imports and exports in sanitary earthenware for recent years are not yet available, but importers state that not much earthenware is exported and that imports reach a much higher figure than exports.

Baths are generally in large sizes, and the usual size of wash basin is 27 inches by 19 inches. The corner basin, formerly much in use in the smaller hotels in the past, is not employed nowadays, the larger sizes being preferred.

Small quantities of earthenware are imported loose, in crates, or in open (skeleton) cases, and large quantities in loose straw, and it is found that there is only a small percentage of breakages.

WATER CLOSETS AND FITTINGS

In the average installation the high tank is favoured, the tank being made of iron. The low tank is used in some of the better-class more expensive work. The bowl is usually made of fireclay, and is of the old-fashioned wash-down type. There is no demand for the syphon-action closet—importers say on the ground of cost. Unusual shapes and patterns are not favoured, most customers being very conservative. The seat used is of elliptical shape and is made of teak or the better grade of mahogany. Seats should be very highly finished; they are generally without, but sometimes with cover.

HEATING

Low-pressure steam and hot water are the heating systems employed for the most part in the cities of France. Hot air is never employed in private houses, as people believe it to be unhealthy. French firms have hitherto had almost a monopoly of this business. Their work is of very high order and efficiency. Since the war American heating goods are being sold on the market and are slowly getting a share of the trade. A great difficulty with all plumbing hardware is the use of the metric threads in France, which necessitates pipes being specially threaded for all imported fittings.

ITALY'S TRADE FOR 1920

TRADE COMMISSIONER W. McL. CLARKE

Milan, May 10, 1921.—Italy's foreign trade for the year 1920, the provisional figures of which have just been published, is distinctly an improvement over that for 1919. Imports, excluding precious metals, amounted in 1920 to 15,862 million lire as compared with 16,623 million lire for 1919, or a contraction of 761 million lire. Exports, on the other hand, increased from 6,065 million lire in 1919 to 7,803 million lire in 1920, or an increase of 1,738 million lire. This shrinkage in imports and expansion of exports therefore have reduced Italy's unfavourable trade balance from 10,600 million lire in 1919 to 8,000 million lire in 1920, or a decrease of over 2½ billion lire. In fact this unfavourable trade balance of 8,000 million lire for 1920 is the lowest since 1916, when it amounted to 5,302 million lire, although it is still nearly eight times what it was in 1913, the unfavourable trade balance for that year being 1,134 million lire.

In 1913 exports, which were 68 per cent in relation to the value of imports, and in 1914 75 per cent, fell in 1918 to but 20 per cent, mounting again in 1919 to 31 per cent, and to 49 per cent for the last calendar year 1920. Thus a considerable progress is noted. This progressively increasing value of exports may also be seen for last year in the monthly exports, which in January, 1920, amounted to 497 million lire, in June to 752 million lire, and in December to 852 million lire. Moreover, in only three months of last year, viz., May, June and August, were imports higher than in the corresponding months of 1919, while on the other hand for only three months of 1920, viz., August, September and October, were exports lower than in 1919.

TRADE ACCORDING TO PRINCIPAL CATEGORIES

According to the principal categories into which the Italian trade returns are divided, Italy's imports and exports for 1913, 1918, 1919, and 1920 may be classified as follows:—

	1913	1918	1919	1920
<i>Imports—</i>	(Million Lire).			
Raw materials.. . . .	1,386	3,490	5,598	5,014
Semi-manufactured materials	705	6,721	3,076	3,249
Manufactured products.. . . .	851	2,335	2,522	3,364
Food products.. . . .	703	4,555	5,318	4,233
<i>Exports—</i>				
Raw materials.. . . .	360	359	712	989
Semi-manufactured material.. . . .	591	703	1,742	2,269
Manufactured products.. . . .	708	924	1,985	3,292
Food products.. . . .	762	497	746	1,252

As regards importation for 1920, there is noticed a diminution from 1919 of 584 million lire in the imports of raw materials and an increase of 173 million lire in semi-manufactured material. The manufactured products imported have increased in value, while on the other hand the imports of food products have declined by more than a billion lire. Native industry therefore, it would seem, has not been unduly handicapped for raw and semi-manufactured material, while by greater cultivation and a continued ration-system the country has been better able to look after her own provisioning. The returns indicate also that Italy, despite an elaborate industrial programme, has not been able to curtail the buying of manufactured products, which not only continue to be in demand but which were also required to replenish the low stocks of full-war days.

Exports for 1920 show an increase over 1919 in each of the four categories, and particularly is this greater value evident in semi-manufactured and manufactured

products, which fact indicates, many though the strikes have been, that Italian industry has not lost its war-time vigour, but has rather been the contributing factor in redressing the unfavourable trade balance.

RELATIVE IMPORTANCE OF DIFFERENT GROUPS OF IMPORTS AND EXPORTS

The following percentage analysis for 1913 and 1918-20 illustrates more clearly the relation which raw materials, semi-manufactured material, manufactured products, and food supplies bear to total imports and exports:—

	1913 %	1918 %	1919 %	1920 %
<i>Imports—</i>				
Raw materials.. . . .	38	25	34	32
Semi-manufactured material.. . . .	19	26	19	20
Manufactured products.. . . .	53	17	15	21
Food products.. . . .	20	32	32	27
<i>Exports—</i>				
Raw materials.. . . .	14	15	14	13
Semi-manufactured materials.... .	24	28	44	29
Manufactured products.. . . .	32	37	38	42
Food products.. . . .	30	20	14	16

PRINCIPAL IMPORTS OF RAW MATERIALS

Under the heading of raw materials, Italy's most important purchases abroad in 1920 consisted of raw cotton and coal, the first of which amounted in value to 1,654 million lire and the second to 1,141 million lire, or together to more by 500 million lire than half of the total imports of raw material. The other principal imports in this category were tobacco leaf (142 million lire), unscoured and washed wool (429 million lire), lumber (260 million lire), hides and skins (372 million lire), scrap iron (49 million lire), non-metallic minerals (121 million lire), and oil seeds (203 million lire).

Lumber would seem to be the product most interesting to Canada in this group. The quantity imported is placed at 495,858 metric tons. Austria was the largest supplier (247,492 metric tons), after which came Czecho-Slovakia (70,068 metric tons), the United States (41,337 metric tons), with smaller quantities from Slavia and Switzerland.

PRINCIPAL IMPORTS OF SEMI-MANUFACTURED PRODUCTS

Tanned leather occupies the premier individual position as regards value in Italy's imports of semi-manufactured material for 1920, and amounted to 444 million lire, although the various chemicals imported together reached 491 million lire. The value of the iron bars and wire imported was 209 million lire, sheet iron 123 million lire, copper and brass ingots, rods, and sheets 101 million lire, woodpulp 135 million lire, raw silk 169 million lire, paints and varnishes 161 million lire, fats 82 million lire, and malt 64 million lire.

Of particular interest to Canada should be the imports of tanned leather, which came chiefly from France, England and the United States in the order named; iron bars supplied mostly by France, Great Britain, Belgium and the United States, although German-Austrian and Czecho-Slovakian competition is reasserting itself; sheet iron imported from Great Britain and France; brass and copper rods and sheets, principally from the United States and Great Britain; chemical woodpulp supplied chiefly by Scandinavia, Switzerland and Czecho-Slovakia; dry colours largely from Germany; and varnishes principally from Great Britain.

IMPORTS OF MANUFACTURED PRODUCTS

The largest individual item under the imports of manufactured products is machinery and was valued in 1920 at 543 million lire. There follows woollen goods valued at 464 million lire, iron and steel products 249 million lire, cotton goods 211

million lire, silk manufactures 176 million lire, tobacco products 152 million lire, haberdashery 116 million lire, rubber products 94 million lire, rolling stock 83 million lire, machine tools 73 million lire, scientific and electric instruments 73 million lire, iron and steel pipes 51 million lire, boots and shoes 46 million lire, and paper 45 million lire.

In the imports of machinery Germany led in supplying steam engines, followed by the United States, Great Britain and Austria; France in the imports of hydraulic machinery, followed by Great Britain and Germany; the United States in locomotives, and in the second place Germany; in agricultural machinery Germany followed by the United States; in electrical machinery Great Britain and the United States; and in machinery not specified Germany also had the lead, followed by the United States and Switzerland.

In cotton and woollen piece goods Great Britain was the principal country exporting to Italy, as well as in rubber products, consisting mostly of pneumatic tires. In machine tools the market was largely supplied by Germany, although the United States, Great Britain, Switzerland and Austria were also important sources of origin. In paper Austria and Germany were pre-eminent, with small quantities derived from Czecho-Slovakia, Switzerland, the United States, France and Great Britain. Boots and shoes were imported from the United States, Switzerland, Great Britain and France, the first-mentioned country doing over one-half of the trade.

FOOD PRODUCTS

Wheat formed 60 per cent in value of the total imports of Italy under the heading of "food products" and was valued at 2,542 million lire. The United States, followed by Argentina and Canada, were the principal supplying countries. Rye and other grains amounted to 396 million lire; frozen meat to 304 million lire, in which the Argentine and Brazil were the principal supplying countries; fish to 312 million lire, in which the imports of dried fish amounted to 121 million lire, coming chiefly from Norway, Canada and Newfoundland, Denmark, France and Great Britain; and flour to 58 million lire, principally from the United States and Australia. Coffee and cotton-seed oil were the other most important products brought in as foodstuffs.

ITALIAN TRADE ACCORDING TO COUNTRIES

Although the United States still holds the premier position in Italian imports for 1920, yet her predominating influence of the last few years is weakening. Whereas in 1919 some 44 per cent of Italy's buying was done in the United States, in 1920 these United States purchases fell to 30 per cent, the bulk of this decreasing trade with that country going to Germany, Czecho-Slovakia and Austria. Great Britain's exports to Italy increased from 2,332 million lire in 1919 to 2,368 million lire in 1920, and now form 15 per cent of the total Italian imports. Argentina's exports to Italy increased in 1920 by 265 million lire, and France's exports practically doubled or rose from 710 million lire in 1919 to 1,333 million lire in 1920, thereby forming at present 9 per cent of Italian imports. Imports from Germany have risen to 821 million lire and are 209 million lire higher than in 1913, while Austrian imports, which were 264 million lire in 1913, were for 1920, 464 million lire, or 200 million lire increase.

As regards exports, France was the largest individual country buying from Italy during 1920 and took 14 per cent of the total Italian exports, valued at 1,095 million lire. Switzerland was the second largest buyer, and her imports from Italy were valued at 898 million lire in 1920.

There followed Great Britain, whose Italian imports amounted to 884 million lire; the United States, buying goods valued at 655 million lire; Austria, whose purchases totalled 443 million lire; Argentina, with an importation from Italy of

419 million lire; and Germany, with imports from Italy valued at 380 million lire. With the exception of France, Italian exports to the principal consigning countries were greater in 1920 than in 1919. Austrian and German imports were also both considerably higher in 1920 than in 1913, the last prewar year, the respective importations from Italy for 1913 being 221 million lire and 343 million lire.

STATISTICAL INFORMATION

The table which follows will illustrate Italy's foreign trade with the principal countries concerned for 1913, 1918, 1919, and 1920:—

<i>Imports—</i>	1920	1919	1918	1913
	(Million Lire.)			
Austria.. . . .	464	....	....	264
Czecho-Slovakia.. . . . ;	184	....	....	....
France.. . . .	1,333	710	1,026	283
Germany.. . . .	821	....	....	612
Great Britain.. . . .	2,368	2,332	2,189	591
Greece.. . . .	45	29	170	....
Spain.. . . .	139	196	230	....
Switzerland.. . . .	336	357	156	81
British India.. . . .	744	802	1,164	....
Egypt.. . . .	101	266	193	....
Tunis.. . . .	81	92	31	....
Argentina.. . . .	1,676	1,411	1,493	166
Brazil.. . . .	275	361	234	....
United States.. . . .	4,788	7,401	6,226	522
	1920	1919	1918	1913
<i>Exports—</i>	(Million Lire.)			
	1920	1919	1918	1913
Austria.. . . .	443	....	....	221
Czecho-Slovakia.. . . .	75	....	....	....
France.. . . .	1,095	1,121	902	231
Germany.. . . .	380	....	....	343
Great Britain.. . . .	884	666	559	261
Greece.. . . .	160	123	100	....
Spain.. . . .	139	46	29	....
Switzerland.. . . .	398	642	283	249
British India.. . . .	160	48	32	....
Egypt.. . . .	235	118	96	....
Tunis.. . . .	50	37	17	....
Argentina.. . . .	419	125	99	185
Brazil.. . . .	154	36	44	....
United States.. . . .	655	453	127	267

GEOGRAPHICAL TRADE BALANCES

An examination of the foregoing figures will indicate that in 1919 Italy had a favourable trade balance with France of 411 million lire, which in 1920 has been changed into an unfavourable trade balance of 238 million lire. Italy's unfavourable trade balance with Great Britain has, however, decreased from 1,666 million lire in 1919 to 1,484 million lire in 1920, and with the United States from 6,948 million lire in 1919 to 4,133 million lire in 1920. With Switzerland, Italy's favourable trade balance has increased from 285 million lire in 1919 to 562 million lire in 1920; with Greece from 94 million lire to 115 million lire. With British India, the Argentine and Brazil, Italy has reduced considerably her unfavourable trade balance in each case, while for 1920 her imports from and exports to Spain were even at 139 million lire, thereby reducing the unfavourable trade balance of 150 million lire in 1919 to zero for 1920.

PRINCIPAL IMPORTS ACCORDING TO COUNTRIES

Italy's principal imports from the United States for 1920 were as follows: mineral oils, 323,874 metric tons; sugar, 6,635 metric tons; glucose, 5,100 metric tons; paraffin wax, 20,043 metric tons; raw cotton, 131,667 metric tons; cotton goods, 576 metric tons; lumber, 41,337 metric tons; tanned leather, 859 metric tons; iron

and steel manufactures, 118,383 metric tons; coal, 1,461,502 metric tons; grain, 989,109 metric tons; salted meat, 10,602 metric tons; lard, 3,546 metric tons; flour, 25,515 metric tons; and machinery, 24,412 metric tons.

From Great Britain.—Oils, 11,264 metric tons; potash and caustic soda, 7,007 metric tons; paraffin wax, 4,585 metric tons; paints and varnishes, 2,817 metric tons; cotton goods, 4,644 metric tons; woollen goods, 3,351 metric tons; hides and skins, 2,596 metric tons; tanned leather, 617 metric tons; pig-iron, 87,954 metric tons; iron and steel products, 64,895 metric tons; coal, 3,035,183 metric tons; rubber manufactures, 2,821 metric tons; and fats, 10,392 metric tons.

From France.—Hides and skins, 1,376 metric tons; iron and steel products, 70,985 metric tons; chemicals and medicinal products, 11,036 metric tons; cotton goods, 1,517 metric tons; woollen goods, 1,248 metric tons; and manufactured silk goods, 380,238 kilogrammes.

From Switzerland.—Tobacco products, 514,550 kilogrammes; colours, 1,050 metric tons; cotton goods, 378 metric tons; iron and steel manufactures, 6,511 metric tons; machinery, 9,363 metric tons; and watches, 207,767.

From Germany.—Colours, 2,413 metric tons; chemicals and medicinal products, 11,354 metric tons; tanned leather, 323 metric tons; iron and steel products, 40,452 metric tons; machinery, 36,442 metric tons; rolling stock, 4,437 metric tons; and glassware, 6,988 metric tons.

From Czecho-Slovakia.—Lumber, 73,079 metric tons; glassware, 15,779 metric tons; iron and steel products, 8,570 metric tons; and malt, 10,655 metric tons.

From Austria.—Lumber, 256,840 metric tons; iron and steel products, 23,882 metric tons; machinery, 8,626 metric tons; glassware, 8,688 metric tons; and silk worms, 242 metric tons.

PRINCIPAL EXPORTS ACCORDING TO COUNTRIES

Italy's principal exports to the United States for 1920 were as follows: Olive oil, 4,251 metric tons; calcium citrate, 5,738 metric tons; raw and combed hemp, 5,133 metric tons; manufactures of hemp, flax, and jute, 1,094 metric tons; silk, 811 metric tons; marble and alabaster and their manufactures, 34,574 metric tons; citrous fruits, 56,686 metric tons; dried fruits, 22,932 metric tons; tomato paste, 5,687 metric tons; vegetables, 7,085 metric tons; and hats, 1,792,800.

To Great Britain.—Calcium citrate 1,634 metric tons, crude tartar 4,069 metric tons, hemp raw and combed 24,331 metric tons, manufactures of flax and hemp 677 metric tons, silk 286 metric tons, silk goods 801,953 kg., furniture 2,415 metric tons, gloves 3,051,800 pairs, automobiles 3,069, marble and alabaster crude and manufactured 35,207 metric tons, pneumatic tires 1,182 metric tons, dried fruits 6,460 metric tons, and hats 2,369,400.

To France.—Raw and combed hemp 12,451 metric tons, flax and hemp raw 4,262 metric tons, manufactured flax and hemp 4,362 metric tons, cotton thread 2,449 metric tons, cotton goods 1,115 metric tons, wines and vermouths 24,438,788 imperial gallons, semi-manufactured silk 1,785 metric tons, silk goods 240,807 kg., furniture 2,005 metric tons, machinery 4,527 metric tons, automobiles 451, sulphur 39,272 metric tons, fresh flours 1,989 metric tons, and citrous fruits 25,535 metric tons.

To Switzerland.—Hemp raw and combed 1,948 metric tons, cotton thread 2,210 metric tons, cotton goods 751 metric tons, semi-manufactured silks 2,724 metric tons, automobiles 983, citrous fruits 28,007 metric tons, other vegetable products 47,270 metric tons, and wines and vermouths 29,966,420 imperial gallons.

To Germany.—Raw and combed hemp 11,886 metric tons, hides and skins 2,629 metric tons, oranges and lemons 41,695 metric tons, and dried fruits 12,787 metric tons.

To Austria.—Cotton goods 4,262 metric tons, woollen goods 604 metric tons, tanned leather 2,725 metric tons, rubber manufactures 569 metric tons, oranges and lemons 25,893 metric tons, and dried fruits 8,612 metric tons.

To Czecho-Slovakia.—Wines 2,708,376 imperial gallons, cotton thread 1,402 metric tons, and potatoes 5,900 metric tons.

To Greece.—Cotton goods 2,213 metric tons.

To Egypt.—Cotton goods 4,115 metric tons.

To Argentina.—Cotton goods 74 metric tons, cotton thread 1,230 metric tons, woollen goods 263 metric tons, rubber products 650 metric tons, and tomato paste 5,359 metric tons.

To Brazil.—Wines and vermouths 24,223,012 imperial gallons, semi-manufactured silk 104 metric tons, and pneumatic tires 342 metric tons.

CANADA'S TRADE WITH ITALY

If a reference is made to the Canadian tabulated returns, it is evident that Italy bought from Canada during the fiscal year 1920-21 some \$57,758,343 worth of goods, which is an increase from \$16,959,557 in 1919-20, from \$13,181,574 in 1918-19, and from \$514,660 for 1913-14.

The value of the products exported in 1920-21 included: Wheat, \$56,168,897 (but no flour); tar and pitch products, \$279,873; asbestos, \$249,641; iron and steel products, \$156,422; fish, \$10,793; and meats, nil. Among those exported in 1919-20 were: Wheat, \$7,621,363; wheat flour, \$591,637; meats, \$4,575,047; asbestos, \$168,478; fish, \$145,120.

Hereunder are given the declared value of Canadian exports to Italy for the fiscal years 1913-14 to 1920-21, inclusive.

EXPORTS FROM CANADA TO ITALY

Fiscal Year	Value	Fiscal Year	Value
1913-14.....	\$ 514,660	1917-18.....	\$ 3,336,059
1914-15.....	521,802	1918-19.....	13,181,514
1915-16.....	6,572,687	1919-20.....	16,959,537
1916-17.....	11,226,051	1920-21.....	57,758,343

It is interesting to notice that whereas in 1913-14 Canadian exports to Italy occupied twenty-fourth place in the list of countries to which Canada exported, in 1920 Italy occupied sixth place, and in 1920-21 third place, being preceded only by the United States and Great Britain.

ITALIAN EXPORTS TO CANADA

During the fiscal year 1920-21 there is also evident an upward trend in Italian exports to Canada, which amounted to \$1,745,330 as compared with \$999,040 in 1919-20, and with \$555,112 in 1918-19. A still further righting of Italy's unfavourable trade balance with Canada would, the writer believes, be in the interests of Italo-Canadian trade.

UNITED STATES EMERGENCY TARIFF AND ANTI-DUMPING ACT

Copies of the United States Emergency Tariff and Anti-Dumping Act, which was passed on May 23, and received the signature of the President on May 27, are on file at the Department of Trade and Commerce, Ottawa, and may be consulted by Canadian firms on application to the Director, Commercial Intelligence Service.

PRESENT COMMERCIAL SITUATION IN ARGENTINA

(*H. O. Chalkley, Commercial Secretary to H.M. Legation, Buenos Aires, in the British Board of Trade Journal*)

The commercial situation in Argentina (as at 31st March) continues to be unfavourable, with the same depression and uncertainty as exist in most other countries. It differs only in being less severe than elsewhere, and perhaps in offering a sounder basis for hopes of an earlier recovery from the fact that Argentine wheat and meat are staples likely to find a remunerative demand more readily than, for instance, Brazilian coffee and rubber or Chilian nitrates. The financial stringency is also not so acute, for as there was no inflation, Argentina has not suffered from the effects of deflation, and the higher purchasing power of the country acquired during recent years of war prosperity remains intact. The Argentine is not a manufacturing country and there has been no sensible increase in unemployment in non-industrial occupations.

IMPORT TRADE

The import trade in practically all lines is, however, stagnant. Customs warehouses are full of merchandise, almost entirely of United States origin, of which importers have refused to accept delivery. Liquidation of these accumulations is partly proceeding, at a sacrifice reaching in extreme cases 40 and 50 per cent; large quantities of imported stocks, particularly textiles, are being auctioned, and in some instances goods are being returned to the United States. In addition to liquidation and auction among the wholesale trade, efforts are being made to dispose of part of the goods retail. One advertisement announces retail sales for account of shippers of "2,187 cases of textiles to the value of over £800,000," all of which is claimed to have been rejected by importers and left in Customs warehouses. It goes without saying that, where possible, many importers have endeavoured to cancel, principally in the United States, but also in the United Kingdom and locally.

On the subject of textiles, the American Textile Agents' Association, reviewing the situation, report that difficulties arose during the last four months of 1920, due to the rise of dollar exchange against the Argentine and announcements of price reductions in cottons, which led importers to refuse to take up goods ordered. In face of this attitude, American representatives endeavoured to effect compromises, even to the extent of accepting payment at par, but without success. Recourse to auctioning by certain importers, and also for account of shippers, resulted in sacrifices up to 50 per cent, thus setting a ruinous standard for buyers' claims and prejudicing prospects for the sale of next season's summer goods. The report concludes with the opinion that exchange and prices cannot improve until the export trade shows much greater activity; that no sales whatever are being effected at the present time; and that it is impossible to foretell when an improvement may be expected.

German goods at low prices in such lines as Germany is able to offer are being bought. Government purchasing departments have taken advantage of the break in prices to come into the market for large quantities of machinery and material urgently required for railways and public works, but in almost all cases German firms have quoted and secured contracts at prices which no British or American firm could entertain under prevailing conditions.

CAUSES OF THE STAGNATION

The developments which have caused the present situation are the familiar ones which have occurred generally in most countries: over-ordering owing to the optimism which prevailed in the post-war boom and difficulties in obtaining full deliveries if normal orders were placed; the restriction of consumption due to the

refusal of consumers to purchase at high prices, and the resistance of retailers against making reductions in prices; heavy shipments on delayed orders; cancellations in anticipation of a break in prices; and rejection of goods after arrival by importers to avoid losses caused by the combined fall in prices and adverse movement of the exchanges.

Very few new orders can be expected for some months, pending the forced liquidation at a sacrifice of the large stocks of American, and to a minor extent European, merchandise, which cannot be absorbed at the present time. The situation for such prospective new business is made worse by the appreciation of American and sterling exchange, or even in the event of importers being willing to place orders at current prices or to accept shipments on the basis of prices ruling six months or more ago, they are faced with the impossibility of competing with existing stocks, which cost in Argentine currency from 20 to 30 per cent less on exchange alone. In February-March, 1920, the cost of £100 remittance to the Argentine importer was \$800, rising gradually to \$1,000 in November, and in March, 1920, to \$1,150. Where the importer covered at the time, loss on exchange did not arise, but owing to uncertainty and prolonged delay of deliveries, covering was not often feasible, and in other cases it did not suit the temperament or convenience of the importer to do so.

In the case of American exchange the adverse movement was more violent. Sterling exchange in March became slightly adverse to the Argentine importer for the first time since 1914, while exchange on the United States is still adverse to approximately 30 per cent.

CREDIT SITUATION AND COMMERCIAL FAILURES

Very few commercial failures have occurred, considering the stringency of the situation. The returns for December, January and February show, it is true, increases on recent years, when failures dropped to an insignificant figure, but with one or two exceptions no houses of standing are included. It is currently reported, however, that many more failures have been avoided by liberal assistance from the banks, which is still being continued, and there is little doubt that many importers have saved themselves by repudiation of contracts, in some cases on admissible pretexts, in others none but that of convenience.

In the present circumstances it would appear advisable for British firms to confine their credit shipments to substantial customers—which indeed, as a general rule, has been their practice—to obtain revised reports of customers' standing, and to accept cancellation of pending orders where the alternative is the greater evil of rejection after arrival. Legal remedies are problematical, prolonged, and expensive; they have not been resorted to by American shippers. The greatest difficulties have arisen from the new class of importers established during and after the war, and in this respect United Kingdom firms have suffered less than American, owing to their having dealt with more solid and old-established connections. Many of the important Buenos Aires firms have shouldered heavy losses which would have been repudiated by their mushroom competitors, and are prepared to continue to do so, especially when their difficulties have been recognized by their overseas suppliers.

PROHIBITION OF THE IMPORTATION OF FOOTWEAR INTO SOUTH AFRICA

In connection with the prohibition of the importation into the Union of South Africa of footwear manufactured of leather, except under license, the Board of Trade *Journal* announces that H.M. Trade Commissioner in South Africa has cabled that he does not anticipate a serious stoppage of such imports, as it is probable that the prohibition will apply only to those boots which would enter into competition with those manufactured in the Union.

THE CANADIAN EXPORTER AND HIS BANKER : A CORRECTION

In the article under the above title by Mr. H. P. Harrison, Inspector, Foreign Department, Bank of Montreal, which held first place in the last number of the *Weekly Bulletin*, several mistakes appeared on page 892 in the table of Canadian bank branches and their affiliations abroad, due to regrettable transpositions of type lines made by the compositor in correcting the proof. Under Brussels, the American Banking Incorporation was wrongly set out as affiliated with the Union Bank of Canada instead of with the Standard Bank of Canada; and under Shanghai, the Park-Union Foreign Banking Incorporation as affiliated with the Standard Bank of Canada instead of with the Union Bank of Canada. Further down the page, under Buenos Aires, the American Foreign Banking Incorporation is shown as if it were affiliated with the Royal Bank of Canada instead of with the Standard Bank of Canada.

The following gives the correct reading of the lines in accordance with the "copy" supplied to the printers:—

Place	Bank
Brussels	American Foreign Banking Corporation (affiliated with the Standard Bank of Canada).
Shanghai	Park-Union Foreign Banking Corporation (affiliated with the Union Bank of Canada).
Buenos Aires, Argentina	American Foreign Banking Corporation (affiliated with the Standard Bank of Canada).
	Royal Bank of Canada (two branches).

EFFECTS OF NEW SPANISH CUSTOMS TARIFF ON AUTOMOBILE IMPORTS

The Spanish market for high-class motor cars is limited owing to high prices; however, there is a considerable demand for vehicles of well-known British makes at reasonable figures, says the *Times Trade Supplement*. Motor trucks and tractors also find ready buyers.

Only new cars are required, the market being practically closed against used cars. After the war Spain was a large buyer of second-hand cars and trucks, but these proved unsatisfactory in quality, and are no longer sought after. A constant demand exists for such accessories as hand horns, sparking plugs, speedometers, soaps, jacks, tools of all varieties, body polishes, dry cells, batteries, vulcanizers, electric lamps, anti-skid devices, greases, oils and petrol, tire repair kits, top covering materials, etc.

The new customs tariff adversely affects the importation of all motor vehicles. A duty of 60 centavos per kilogram is charged on motor trucks, while for pleasure cars, omnibuses, and light delivery cars three pesetas per kilogram must be paid, plus a surtax of from 650 to 1,000 pesetas, according to weight. Import duties are payable in gold pesetas; this amounts to an additional tax of about 50 per cent.

IMPORT OF BUTTER AND MALT INTO BELGIUM

The *Moniteur Belge* for 11th May announces that the importation of butter and malt into Belgium may now be effected without import license requirement.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, ST. MARY'S, ONT., CHAMBRE DE COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, BRANTFORD CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

Food

3142. **Canned salmon.**—A London firm with connections in Mexico and Spain will be glad to act as representatives of a Canadian cannery for the sale of canned salmon on a commission basis in the above markets.

3143. **Canned salmon.**—A firm of import and export merchants in London, England, are desirous of forming connections with a British Columbia firm who can undertake to supply canned salmon at stated deliveries.

3144. **Wheat.**—A London firm would be prepared to form connections with a Vancouver house for the shipment of wheat through the Panama canal.

3145. **Flour.**—A London firm are open to form a connection with Canadian flour millers for the sale of their brands in the United Kingdom, Continental, and Mediterranean markets.

3146. **Dairy produce.**—A London firm with an office in Canada is open to form connections with Canadian exporters of dairy produce.

3147. **Canned goods.**—A London firm buying for associates in China and Dutch East Indies are open to act as agents for Canadian exporters of canned goods to these markets.

3167. **Butter, etc.**—A Belgian butter broker wishes quotations on deteriorated or rancid butter, lard, oleo, and cocoa butter.

3168. **Conserves, butter, etc.**—A Belgian agent wishes to receive quotations on conserves, butter, cheese, frozen meat, and all food products.

3169. **Representation in Europe.**—A firm of commission agents in Holland desire to represent first-class Canadian millers who are prepared to grant them sole rights for the Continent of Europe, with particular reference to wheat flour, rolled oats, rye flour, buckwheat flour, semolina, pure food, powdered starch, maize, glucose, corn flour, cones and grits. This firm already possesses branches in Danzig, Hamburg, the occupied area, and Czecho-Slovakia.

Machinery, Metals, and Hardware

3149. **Heavy hardware.**—A London indent house are open to receive regular offers from Canadian suppliers of heavy hardware suitable for the Australian and New Zealand markets.

3150. **Trade with Australasia.**—A London firm buying for branches in Australasia and New Zealand are open to consider offers of Canadian iron and steel, hardware, machinery, and all heavy goods.

3151. **Machinery and metals.**—The London office of a South African firm is open to receive offers and literature from Canadian suppliers of machinery, agricultural implements, hardware and metals.

3152. **Railway car fittings.**—A London house dealing with Brazil are anxious to secure offers from Canadian firms in a position to supply interior and exterior fittings for railway cars.

3153. **Machinery and metals.**—A London house are open to receive offers from Canadian suppliers of nails, wire, hardware, and other goods.

3154. **Hardware and metals.**—The London office of a firm doing business in the Federated Malay States is anxious to develop trade in Canadian machinery, hardware, and metal lines.

3155. **Trade with New Zealand.**—The London office of a New Zealand firm would welcome quotations from Canadian exporters of hardware, iron staples, tools, etc., suitable for sale among the agricultural population of New Zealand.

3156. **Hardware and metals.**—A London firm buying for associates in China and the Dutch East Indies are open to handle the agency for Canadian lines in the above markets.

3157. **Machinery and metals.**—The London office of an Indian house is open to receive offers from Canadian exporters of machinery and metals suitable for the Indian market.

3175. A New York exporting firm desire to be placed in touch with manufacturers of the following: rails; galvanized barb wire, 12 by 6-12 by 3; galvanized No. 8 wire; galvanized diamond head nails; galvanized floor brads; galvanized flat-head nails; galvanized pipe, with a view to exporting same to New Zealand.

Pit Props for Belgium (See page 957)

3170. A Belgian firm of wood importers wish to receive prices on Canadian pit props of length 1.80 m., 2 m., 2.20 m., 2.40 m., and 3 m. in length, 4 inches to 7 inches at the small end. State kind of wood, with samples, in quoting. Quotations to be c.i.f. Bruges, Ghent, or Antwerp, importer's choice.

3171. A Belgian mining company wish to receive prices and samples of Canadian pit props, with bark removed, cut 1.50 m. from the ground to a circumference of 30 to 40 cm., minimum length 6 metres, minimum circumference at small end 18 cm., or cut at 1.50 m. from the ground to circumference of 40 to 70 cm., minimum length 8 metres, minimum circumference of 22 cm. at small end. Pine sylvestre is called for, but samples of other suitable woods would be considered.

3172. A Belgian mining company are in the market for pit props in pine sylvestre, or suitable substitutes, to the following dimensions:—

BOIS DE VOIE.			
1.40 x 0.56	30	2.40 x 0.70	70
1.60 x 0.57	30	2.60 x 0.60	110
1.80 x 0.58	110	2.60 x 0.70	70
2.00 x 0.66	20	3.00 x 0.60	100
2.00 x 0.59	110	3.00 x 0.70	60
2.00 x 0.67	80	3.20 x 0.60	50
2.20 x 0.59	160	3.50 x 0.70	130
2.20 x 0.68	100	3.80 x 0.60	30
2.40 x 0.60	90	4.00 x 0.70	25
BOIS DE TAILLE.			
1.80 x 0.38	50	2.40 x 0.48	30
2.00 x 0.44	50	2.60 x 0.48	60
2.00 x 0.48	40	2.70 x 0.48	30
2.20 x 0.48	50	3.00 x 0.50	40

These dimensions are for small end. A variation of one centimetre above and below is allowed. The numbers in column 3 are indicative and are only supplied for the direction of the cut, e.g. quantities required are in proportion to these figures.

3173. Important Belgian company of world repute desire quotations on barked pit props in pine sylvestre (or suitable Canadian substitute—sample to be submitted). Dimensions as follows:—

Length.	Circ. at small end.	Length.	Circ. at small end.
3.00	.63 to 65 cm.	3.00	.48 to 50 cm.
2.70	.53 to 55 cm.	1.50	.33 to 35 cm.
2.40	.53 to 55 cm.	3.00	.32 to 34 cm.
2.10	.53 to 55 cm.	3.60	.32 to 34 cm.
1.80	.53 to 35 cm.		

3174. A Belgian co-operative society is interested in Canadian pit props. Their requirements are pine sylvestre, 25 to 55 cm. at centre (circumference), but are open to receive samples of suitable substitute wood.

Miscellaneous

3176. A firm of exporters and importers with head office in London and branches in Constantinople, Athens, Piræus, Salonica, and Egypt, desire to get into agreements on an agency basis with Canadian exporters of the following: flour; agricultural machinery and implements; machinery of all kinds; boilers; oil engines; tubes; railway materials; bolts, nuts, rivets; nails; iron and steel generally; shovels, spades, forks; bedsteads; rubber goods; safes; colours, paints, varnishes; superphosphates and other fertilizers; sulphate of ammonia and heavy chemicals; boots and shoes; chocolates; motor tires; matches; binder twine; ropes and cords; linseed oil. Interested firms are requested to send price lists, catalogues and other literature to the London office in sufficient quantities to enable them to be distributed to their various branches in the Near East, and full details should accompany first letter. The firm are also in a position to export the following products to Canada: gum arabic; currants; figs; locust beans; colocinth; chrome ore, and other Near Eastern minerals; prunice, etc.

3148. **Wood pulp.**—The London office of a well-known firm have been endeavouring to secure a satisfactory source of supply for Canadian wood pulp.

3158. **Representation for Mexico.**—A firm in London, England, with connections in Mexico, desire to represent Canadian manufacturers of lines suitable for the Mexican market, such as agricultural and mining implements, wire, nails, chemicals and paper, construction materials, etc.

3159. **Representation for Spain.**—A London firm with a representative in Spain will be glad to act as agents for Canadian exporters desirous of building up trade with the Spanish market.

3160. **Trade with Chile.**—A London office of a firm with branches in Chile would like to deal in Canadian goods for Chile on establishment of direct shipping connections and the revival of trade with that market.

3161. **Trade with Australasia.**—A London firm with branches throughout Australia and New Zealand are desirous of securing connections in Canada for the representation of lines suitable for the Australasian markets, such as small hardware, fencing wire, wire netting, iron and steel staples, motor tires, drugs and chemicals, canned goods, groceries, and agricultural implements.

3162. **Trade with India.**—A London firm doing business with the East Indies would be open to receive particulars from Canadian suppliers of goods suitable for that market when the conditions for business become more favourable.

3163. **Trade with the Near East.**—A London firm with branches in Greece and Constantinople are anxious to handle Canadian lines on an agency basis throughout the Near East, and would like to receive price lists and literature from Canadian exporters of agricultural machinery, general machinery, railway materials, iron and steel staples, shovels, spades and forks, bedsteads, safes, rubber goods, paints and varnishes, chemicals, chocolates, motor tires, ropes and cord, and linseed oil.

3164. **Representation.**—A London firm with connections in the West Indies, East and West Africa, Morocco, and Australia would like to receive propositions from Canadian exporters desirous of agencies for any of the markets above mentioned, including the United Kingdom.

3165. **Motor accessories.**—A London firm buying for associates in China and Dutch East Indies are open to handle the agency throughout the above markets for Canadian exporters of motor accessories.

3166. **Trade with the Far East.**—A London firm buying for associates in China and the Dutch East Indies are open to handle the agency for Canadian firms desirous of developing trade with China and the Dutch East Indies.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JUNE 8, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending June 8; those for the week ending June 1 are also given for the sake of comparison:—

				Week ending	Week ending
				June 1, 1921	June 8, 1921
		Parity.			
Britain...	£	1.00	\$4.86	\$4.3820	\$4.2079
France...	Fr.	1.	.193	.0949	.0881
Italy...	Lira	1.	.193	.0598	.0531
Holland...	Florin	1.	.402	.3864	.3703
Belgium...	Fr.	1.	.193	.0949	.0881
Spain...	Pes.	1.	.193	.1486	.1445
Portugal...	Esc.	1.	1.08	.1148	.1316
Switzerland...	Fr.	1.	.193	.1975	.1901
Germany...	Mk.	1.	.238	.0179	.0165
Greece...	Dr.	1.	.193	.0649	.0672
Norway...	Kr.	1.	.268	.1694	.1657
Sweden...	Kr.	1.	.268	.2560	.2506
Denmark...	Kr.	1.	.268	.1996	.1938
Japan...	Yen	1.	.493	.5376	.5435
India...	R.	1.	2s.	.2856	.2801
United States...	\$	1.	1.00	1.1200	1.1206
Argentina...	Pes.	1.	.965	.3640	.3501
Brazil...	Mil.	1.	.6245	.1484	.1428
Roumania...	Lei	1.	.193	.0181	.0180
Jamaica...	£	1.	4.86	4.3694	4.2919
Shanghai, China...	Tael	1.	.631	.7462	.7536
Batavia, Java...	Guilder	1.	.402	.3948	.3838
Singapore, Straits Settlements...	\$	1.	.49	.5208	.5182
Barbados...	\$	1.	1.	.904-.924	.884-.914
British Guiana...	\$	1.	1.	.904-.924	.884-.914
Trinidad...	\$	1.	1.	.904-.924	.884-.914
Dominica...	\$	1.	1.	.904-.924	.884-.914
Grenada...	\$	1.	1.	.904-.924	.884-.914
St. Kitts...	\$	1.	1.	.904-.924	.884-.914
St. Lucia...	\$	1.	1.	.904-.924	.884-.914
St. Vincent...	\$	1.	1.	.904-.924	.884-.914
Tobago...	\$	1.	1.	.904-.924	.884-.914

TENDERS INVITED

South Africa

Copies of tender for the supply, delivery and erection of filtration plant, etc., at Vereeniging main pumping station in the Vaal River scheme of the Rand Water Board, Johannesburg (Contract No. 202) have been received from the office of the Canadian Government Trade Commissioner in Cape Town. These include:—

Supply, delivery and erection at site of mechanical or other filters (with stand-by plant) capable of filtering 5,500,000 Imperial gallons of water per 24 hours (exclusive of wash water for filters), including sand, motors and rakes or whatever agitating gear is necessary when cleaning filters. Also including all other items not covered by items Nos. 2, 3 and 4, to make the installation complete.

Supply, delivery and erection of all piping and specials.

Supply, delivery and fixing of all hand-operated valves.

Supply, delivery and erection of the mixing tanks, automatic feed apparatus, piping and valves in connection with the regulation of the quantity of sulphate of alumina to the raw water.

The general conditions, specifications, schedules, guarantee form and form of tender are on file at the Department of Trade and Commerce, Ottawa, and may be consulted on reference to the Director, Commercial Intelligence Service, quoting file No. 23770.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

TO LIVERPOOL.—*Metagama*, Canadian Pacific Ocean Services, Ltd., about June 16; *Megantic*, White Star-Dominion Line, about June 18; *Canadian Conqueror*, Canadian Government Merchant Marine, Ltd., about June 24; *Victorian*, Canadian Pacific Ocean Services, Ltd., about June 24; *Vedic*, White Star-Dominion Line, about June 25; *City of London*, White Star-Dominion Line, about June 29; *Melita*, Canadian Pacific Ocean Services, Ltd., about July 1; *Canada*, White Star-Dominion Line, about July 2; *Minnedosa*, Canadian Pacific Ocean Services, Ltd., about July 8.

TO LONDON.—*Venusia*, Cunard Line, about June 17; *Bosworth*, Canadian Pacific Ocean Services, Ltd., about June 18; *Canadian Raider*, Canadian Government Merchant Marine, Ltd., about June 22; *Verbana*, Cunard Line, about June 24; *Dunbridge*, Canadian Pacific Ocean Services, Ltd., about June 30; *Sicilian*, Canadian Pacific Ocean Services, Ltd., about July 9; *Bolingbroke*, Canadian Pacific Ocean Services, Ltd., about July 14.

TO GLASGOW.—*Pretorian*, Canadian Pacific Ocean Services, Ltd., about June 15; *Saturnia*, Anchor-Donaldson Line, about June 18; *Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about June 24; *Tunisian*, Canadian Pacific Ocean Services, Ltd., about July 2; *Cassandra*, Anchor-Donaldson Line, about July 2; *Pretorian*, Canadian Pacific Ocean Services, Ltd., about July 24.

TO CARDIFF AND SWANSEA.—*Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about June 25.

TO HULL.—A steamer, Furness Line, late June.

TO NEWCASTLE-ON-TYNE.—*Cairnmona*, Cairns-Thomson Line, about July 3.

TO AVONMOUTH DOCK.—*Lakonia*, Cunard Line, about June 14; *Cornishman*, Dominion Line, about June 22; *Orthia*, Cunard Line, about June 25; *Bothwell*, Canadian Pacific Ocean Services, Ltd., about July 15.

TO MANCHESTER.—*Manchester Division*, Manchester Liners, about June 16; *Manchester Merchant*, Manchester Liners, about July 2.

TO BELFAST.—*Carrigan Head*, Head Line, about June 16; *Kenbane Head*, Head Line, about June 30.

TO DUBLIN.—*Lord Antrim*, Head Line, about June 30; *Kenbane Head*, Head Line, about June 30.

TO SOUTHAMPTON.—*Scandinavian*, Canadian Pacific Ocean Services, Ltd., about June 17; *Corsican*, Canadian Pacific Ocean Services, Ltd., about June 30.

TO LEITH.—*Cairndhu*, Cairns-Thomson Line, about June 26; *Cairnmona*, Cairns-Thomson Line, about July 2.

TO ROTTERDAM.—*Merrymount*, Rogers & Webb Line, about June 16; *Mercer Victory*, Rogers & Webb Line, about June 26; *Fanad Head*, Head Line, about June 30.

TO HAVRE.—*Montreal*, Canadian Pacific Ocean Services, Ltd., about June 18.

TO BORDEAUX.—*Kamarima*, Francanda Line, about June 25.

TO NORWEGIAN PORTS.—*Drammensfjord*, Norwegian-American Line (Canadian Pacific Railway, agents), about June 25.

TO HAMBURG.—*Merrymount*, Rogers & Webb Line, about June 16; *Fanad Head*, Head Line, about June 30.

TO ANTWERP.—*Scandinavian*, Canadian Pacific Ocean Services, Ltd., about June 17; *Montreal*, Canadian Pacific Ocean Services, Ltd., about June 18; *Mercer Victory*, Rogers & Webb Line, about June 26; *Corsican*, Canadian Pacific Ocean Services, Ltd., about June 30.

TO SOUTH AFRICA (Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay).—*Benguela*, Elder-Dempster Line, about June 25.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Durham*, New Zealand Shipping Co., Ltd., about June 15; *Canadian Commander*, Canadian Government Merchant Marine, Ltd., about June 25.

TO RIO JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Canadian Explorer*, Canadian Government Merchant Marine, Ltd., about June 23; *Halesius*, Houston Lines, about June 25.

TO NASSAU (BAHAMAS), KINGSTON (JAMAICA), AND BELIZE (BRITISH HONDURAS).—*Canadian Fisher*, Canadian Government Merchant Marine, Ltd., about June 14.

TO HAVANA (CUBA).—*Canadian Adventurer*, Canadian Government Merchant Marine, Ltd., about June 14.

TO ST. JOHN'S (NFLD.).—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about June 17; *Winona*, Canada Steamship Lines, Ltd., about June 18; *Manoa*, Canada Steamship Lines, Ltd., about June 28.

TO INDIA AND FAR EASTERN PORTS.—*Canadian Pioneer*, Canadian Government Merchant Marine, Ltd., about July 11.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Gunner*, Canadian Government Merchant Marine, Ltd., about June 21.

From Quebec

TO LIVERPOOL.—*Megantic*, White Star-Dominion Line, about June 18; *Empress of France*, Canadian Pacific Ocean Services, Ltd., about June 21; *Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about July 5.

From Halifax

TO LIVERPOOL.—*Digby*, Furness, Withy & Co., about June 15.

TO BRITISH WEST INDIES.—*Chignecto*, Royal Mail Steam Packet Company, about June 10.

TO ST. JOHN'S (NFLD.).—*Rosalind*, Red Cross Line, about June 21.

TO WEST COAST NEWFOUNDLAND.—*Stella Maris*, Farquhar & Co., Ltd., about June 15.

From North Sydney

TO ST. JOHN'S, NEWFOUNDLAND.—*Sable I.*, Farquhar & Co., Ltd., every Saturday.

From Charlottetown, P.E.I.

TO NEWFOUNDLAND.—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about June 22.

From Vancouver, B.C.

TO MONTREAL.—*Canadian Carrier*, Canadian Government Merchant Marine, Ltd., about June 18; *Canadian Voyageur*, Canadian Government Merchant Marine, Ltd., about June 30.

TO HONOLULU, SUVA, NEW ZEALAND, AND AUSTRALIA.—*Niagara*, Canadian-Australasian Royal Mail Line, about July 9.

TO NEW ZEALAND AND AUSTRALIA.—*Wairuna*, Canadian-Australasian Royal Mail Line, about June 20.

TO SYDNEY, MELBOURNE, AND AUCKLAND.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about June 25.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Manila Maru*, Osaka Shosen Kaisha, about June 16; *Empress of Asia*, Canadian Pacific Railway (Ocean Traffic), about July 1.

TO KOBE, SHANGHAI, TAKU BAR.—*Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about July 20.

TO KOBE, SHANGHAI, HONG KONG, AND MANILA.—*Esther Dollar*, Robert Dollar Line, about June 19.

TO YOKOHAMA AND KOBE.—*Genoa Maru*, Nippon Yusen Kaisha, about June 22.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan*, Canadian Pacific Ocean Services, Ltd., about June 15.

TO YOKOHAMA, KOBE, MANILA, AND HONG KONG.—*Tecuccer*, Blue Funnel Line, about June 25.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code. (*Not 1st May as stated in number 893.*)

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, 13 Nanking Road, Shanghai. *Cable Address, Cancomac.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson and L. D. Wilgress, Canadian Government Trade Commissioners, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.

Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Mexico:

Mexico, British Consul General.

Panama:

Colon, British Consul.

Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.

Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Timber Exports to Australia: Trade Prospects
Continued Financial Stringency in Australia
Market for Wheat and Flour in Central America
Condition of Box Shooks Market in England
Industrial Conditions in Manchester District
Trade of the South African Union during 1920
Growth of the Lead Pencil Industry in Japan
Shipping Services between Montreal and Italy
Trade Inquiries for: Wheat Flour; Chairs;
Fibre Board; Motor Cloth; Representation, etc.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

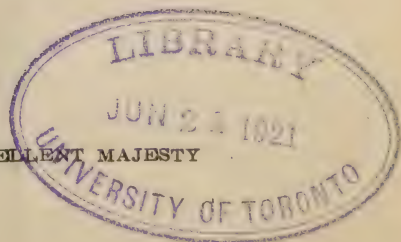


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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa

Monday, June 20, 1921

No. 907

"TRADE OF THE NEW COUNTRIES OF SOUTHEAST EUROPE"

A pamphlet under the above title, composed of reports by Mr. L. D. Wilgress, Canadian Government Trade Commissioner, as the result of special trade missions to Roumania, Hungary, Czecho-Slovakia, Austria, Turkey, and Yugoslavia, undertaken last year under instructions from the Department of Trade and Commerce with a view to investigating the future possibilities of Canadian trade with these countries, is now in the press, and will shortly be published. The work extends 264 pages and will be indexed.

The reports on Roumania, Hungary, Czecho-Slovakia, and Austria have already appeared in the *Weekly Bulletin*, and are being reprinted in this work, which includes all the states included in Mr. Wilgress's itinerary. The reports on Turkey (under the title of "Constantinople as a Distributing Centre"), and on the "Trade Possibilities of Yugoslavia," are now being first published.

Copies of the pamphlet will be sent post free to addresses in Canada, and at a charge of 35 cents to addresses outside the Dominion. As the number to be printed is strictly limited, in order to save disappointment readers of the *Weekly Bulletin* who wish to receive copies are asked to make early application to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa. It should be noted, however, that such of our readers as have requested to be placed on the mailing list for "Constantinople as a Distributing Centre," which it was originally intended to issue separately but is now being published as part of the larger work, will receive their copies without further application.

"MEXICO AS A FIELD FOR EXPORT"

The series of reports by Major H. A. Chisholm, M.C., Canadian Trade Commissioner to Cuba, recently published serially in the *Weekly Bulletin* under the above title, have now been reissued as a Supplement to the *Weekly Bulletin* of the Department of Trade and Commerce.

The report, which makes a pamphlet of 50 pages, is the result of a special trade mission to Mexico, undertaken last year on behalf of the Department of Trade and Commerce. It is divided into sections on Geography, Climate and Population; Agricultural Resources; Minerals; Timber; Manufacturing; Mexico's Favourable Trade Balance; Trade of United States, Europe and Canada with the Republic; Tariffs, Taxation, Finance and Banking. The attention of Canadian exporters is specially directed to the section devoted to the Methods of Conducting an Export Trade with Mexico, under which heading such subjects as currency, selling terms and credits, packing and marking merchandise, shipping documents, trade-marks and representation are enlarged upon; and to the long chapter on the Mexican Markets, in which, under convenient headings, all the principal lines of imports into Mexico, such as foodstuffs, agricultural machinery, hardware, cement, forest products, chemicals, minerals, rubber goods, etc., are dealt with.

Copies of the pamphlet, which contains a number of illustrations and is indexed, will be sent post free to addresses in Canada on application to the Department of Trade and Commerce, Ottawa, and to addresses outside the Dominion at a charge of 35 cents each.

STRINGENT FINANCE IN AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, May 3, 1921.—The disturbing trade conditions commented upon in comparatively recent reports have not, in the interval, shown any substantial improvement, and—on expert financial authority—it is not now anticipated that the position will materially alter during the balance of this year.

It is true that the banks have made considerable collections in London, which has helped to ease Australian finance in that centre, and in this way some large amounts of money held by banks in Australia for oversea shippers have been remitted by drafts and even telegraphic transfer in particular cases.

There is, however, no tendency for banks to finance importations while the country is heavily overstocked with goods and products, the bulk of which were bought at high prices. On every hand there is evidence of realization of stocks, as the goods can be replaced at much lower costs. In some instances, accommodation by way of extending time for payment of liabilities has been carried into effect by the creditors of large importing concerns. In others, forced liquidation has been applied.

The one factor against the speedy restoration of the financial position in Australia is that "several million" bales of wool (here and in England) are unsold, and the outlook—with the new clip in view—is quite depressing. In pre-war years there was no difficulty in disposing of each successive clip at remunerative rates, but the European chaos is in the main responsible for the wool position to-day. With the approach of the winter months (June to September inclusive) the outlook is one of extreme caution by the old-established distributing houses both in regard to imports and the credit given to their customers.

The mail closes without any encouraging prospects in the immediate future. The timber market is demoralized by heavy stocks bought at high rates, and there is little building in operation.

Purchasing credits are still available for essential commodities, but upon a conservative basis. Imports are, perforce, declining, and when present stocks have gone into consumption the position will be substantially relieved.

CHANGES IN AUSTRALIAN CUSTOMS TARIFF

Advices have been received from Mr. Mark Sheldon, Australian Commissioner in New York, of several changes in the Australian tariff. The item on matches and vestas has been recast. The general tariff on vestas (wax) in boxes containing 50 or less is now 18d. per gross of boxes, and on matches (wood) 70 or less per box, 2s. per gross of boxes. Larger boxes are dutiable at a proportionate rate in both instances. The general tariff on wax candles has been raised from 2d. to 2½d. per pound, and on other candles from 1½d. to 2d. per pound. On paraffin wax the general rate has been advanced from 1½d. to 2d. The duty on silk piece goods, Item 105 (d), has been reduced under the general tariff from 30 per cent to 20 per cent, and on velvets, etc., Item 105 (e), from 30 per cent to 25 per cent, while the British preferential remains at 15 per cent as before. A new classification is provided under which braids and strawgrass for hat making, if not bleached or dyed, becomes free of duty, and if bleached or dyed, 10 per cent under the general tariff. There is a new rate of 40 per cent under the general tariff on buttons of metal, other than of gold or silver, used externally for uniforms or liveries. The general tariff in every instance is applicable to imports from Canada.

TIMBER IMPORT TRADE OF AUSTRALIA

TRADE COMMISSIONER D. H. ROSS

Melbourne, May 3, 1921.—It would be presumptuous to attempt to suggest an improvement upon the admirable report on the *Timber Import Trade of Australia*, by Mr. H. R. MacMillan, which was published as a special supplement to the *Weekly Bulletin* in 1917. This comprehensive résumé is stated by expert timber men in Australia, to whom it was submitted (by this office) for review, to be the clearest and most accurate review of the trade yet published. No one but an experienced forester, with wide commercial experience, could, within the short time available to him in Australia, produce such a succinct statement of facts relative to the manner in which the trade is conducted, the countries from which supplies are usually obtained, and the bearing of native timbers upon importations.

The 1917 report is as accurate of the general timber trading conditions to-day as when the special commissioner who compiled it was conducting his exhaustive investigation. It is probable that the supplement is in the possession of interested Canadian timber exporters, but those who have not read the report should make application to the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa, for a copy, which should be referred to for more detail than can be given in this précis.

The report also reviewed the items of box shooks, veneers, laths, staves, and some comparatively unimportant lines of imported wood products such as shingles, pickets, mouldings, and doors.

Information has, upon request, been forwarded by this office to a number of British Columbia exporters and box manufacturers relative to the leading lines of box shooks used in Australia, and also in regard to competition from other sources. This was accompanied by special reference to the high customs duties, and the natural protection to domestic makers of cases, crates, and boxes caused by oversea freights and other importing charges. Unless there is some decided monetary advantage, it is obvious that Australian users of box shooks prefer to obtain their supplies from local manufacturers in such quantities as are required from time to time.

In these times of adverse exchange and the difficulty of obtaining purchasing credits (however strong the financial position of importers may be) there is a marked tendency to adopt the line of least resistance in securing necessary commodities, which has its reflection upon the importation of shooks. As an illustration, representations recently made for a repeat shipment of British Columbia shooks, which had proved quite satisfactory in quality, were met with the contention that the importers had only effected a saving of 3d. (6 cents) on the British Columbia timber used (in a large case) over shooks from Queensland, and hence it was not considered worth while going abroad for requirements.

Recent mails have brought forward several requests for details of the sizes of box shooks in chief demand in Australia, hence renewed investigation has been made in Melbourne and Sydney—the principal timber-importing centres—with the object of making the particulars available to both Canadian exporters of timber and to companies specializing in the manufacture of timber products. The results of alert observation and careful inquiries are submitted for general information in subsequent paragraphs.

CANADIAN SHIPPING FACILITIES TO AUSTRALIA

Until a year ago, British Columbia exporters of timber and other forest products experienced the material disadvantage of having to rely upon foreign tonnage—chiefly American sailing vessels—to convey their shipments to Australia. From the Atlantic

seaboard, the position has been even more acute, inasmuch as the steamers loading at St. John or Montreal had either more profitable freight in general cargo or were unsuitable for handling timber.

At the present time the modern cargo carriers of the Canadian Government Merchant Marine load at both Pacific and Atlantic ports for the chief Australian importing centres, thereby giving the desired opportunity of securing the necessary space and—what is of almost equal importance—assuring a continuity in deliveries. For some time hence at least, the outlook is that few steamers coming to Australia will be unduly pressed for space for general cargo, thus manufacturers of box shooks—on both coasts—are likely to have ample space and competitive freight rates at their disposal in their endeavour to obtain an outlet of considerable magnitude for their lines.

Box shooks, laths, pickets, etc., in many instances, comprise what is known as "broken stowage," inasmuch as these timber products can readily be placed in odd spaces and between beams in the holds of steamers, hence being attractive cargo on which, in bygone years, a cut rate of freight was applicable.

THE DEMAND FOR BOX SHOOKS

Shooks—as in other countries—are required in Australia for a great variety of purposes. Imported soft woods—being easily worked and making a clean, attractive box—are preferred to the native hard woods. To a comparatively limited extent, domestic pine (chiefly from Queensland) is also used, but this timber is generally favoured for more important work.

There are a number of disadvantages in using native hard woods, independent of their rather drab and unsightly appearance, such as that they warp readily, split in nailing and are too heavy. Yet, during the period of the war and up to this date, the landed cost of oversea timber was so excessive that there has been considerable development in small timber plants in adjacent forests to supply necessary requirements.

With the recent marked reduction in oversea quotations on timber of every class, and the prospect of much lower ocean freights ruling, Australian users of box shooks are looking for their requirements being obtainable at lesser rates than have been available to them during the last six years.

Briefly, the principal requirements of shooks come under the following classification: butter boxes, condensed milk cases, milk product cases, dried fruit cases, canned fruit cases, jam cases, fresh fruit cases, canned meat cases, soap and candle boxes, oil (kerosene and petrol) cases and explosives cases.

BUTTER BOXES AND BUTTER BOX TIMBER

The normal requirements of butter boxes in Australia run into enormous numbers. While comparatively limited quantities of tinned butter are exported, for comparative purposes it can safely be assumed that practically the whole production is packed in parchment paper lined boxes each containing 56 pounds of butter. Taking the normal year of 1913 as an illustration, the Commonwealth exported 75,802,203 pounds of butter which necessitated some 1,353,611 boxes. In addition to this number would be the large number used in the domestic trade which, however, are frequently returned to the factories and re-filled over and over again.

Some of the large co-operative selling companies, which control the output of butter factories, have their own box plants, and—unless there is some advantage in costs—would prefer to import the timber in the exact sizes required. New Zealand white pine, being free from odour and resinous properties, has been preferred for making butter boxes, and—as will be shown later—the customs duty, in the interests of producers, is far lower on this timber than any other imported.

At one box plant in Melbourne, native hardwoods are now being tried, but the manufacturers state that it is premature to state whether this will prove satisfactory. The inside of these hardwood butter boxes is lacquered with a special preparation to remove any possibility of the contents absorbing the odour of the wood.

BUTTER BOX TIMBER SPECIFICATION

The general specification of New Zealand white pine imported for "sawing to size for butter box purposes" are planks 12 to 14 inches wide by 1½ inches thick. Other sizes are also used, hence in quoting to the Australian trade it would be advisable to quote from 6 to 14 inches wide by 1½ inches thick. The New Zealand pine is imported undressed and for making butter boxes is dutiable at 1s. (24 cents) per 100 superficial feet as against a duty of 3s. 6d. (85 cents) on sawn timber, undressed, of the above sizes if imported from other countries (including Canada).

Further, if the timber is imported dressed it is dutiable at 4s. (97 cents) per 100 superficial feet. Considering the slight disparity between the duties on undressed and dressed timber, the box plant factories suggest that it is desirable that quotations should be submitted for both lines.

The samples of British Columbia spruce shown to the butter trade have made an excellent impression, owing to the high prices ruling for other butter box timber and the difficulties of obtaining adequate supplies having forced the utilizing of native hardwoods—somewhat difficult to work—hitherto thought quite unsuitable for the purpose.

SIZES OF BUTTER BOXES

The measurements of butter boxes, in some instances, vary slightly. In carefully measuring a number of pine boxes, taken at random in the warehouse of the largest co-operative distributing company in Melbourne, the following (extreme or outside) standard measurement was arrived at:—

Melbourne pine (outside), ends	12	in. x 12 in. x ½ in.
" " " sides	13½	in. x 12 in. x ⅞ in.
" " " tops and bottoms	13½	in. x 12 in. x ⅞ in.
Melbourne hardwood (outside)	12	in. x 12 in. x 11½ in. sides ½ in, ends ½ in.
Sydney pine (inside)	12	in. x 12 in. x 11½ in. x ½ in.

The pine used in Melbourne is dressed on both sides, whereas the pine used in Sydney is frequently dressed only on one side, the other side being finely sawn to give a smooth appearance. The aim is, invariably, to have a clean and attractive box, therefore a slight variation in size may be permitted as long as room is provided for 56 pounds net of butter with no waste space. Uniformity is desirable both in the wood and its thickness.

Sample butter boxes made from British Columbia spruce (forwarded by the British Columbia Forestry Department) have been submitted by this office to the distributing companies, and in each instance were acclaimed to be in every way admirable for Australian requirements.

STAVES

Cooperage requirements in Australia comprise a varied assortment of staves used in the manufacture of considerable quantities of tallow casks, wine casks, beer barrels, etc. During the period of the war some of the leading companies, through inability to obtain supplies from oversea, were compelled to establish plants in the native forest districts for the production of hardwood staves, which have proved—more or less—satisfactory for the purpose. The cooperage concerns interviewed expressed the hope that Canadian manufacturers of staves would take a practical interest in their extensive requirements by submitting quotations on the various sizes, preferably c.i.f. at Australian port of destination, but in any case f.o.b. steamer at ocean port of shipment, in which case the marine freight should be clearly stated.

TALLOW CASK MEASUREMENTS

The Melbourne market uses tallow casks generally to hold 8 hundredweight (896 pounds) and the size of staves required is:—

- 44 inches long by 5 inches wide by $\frac{3}{4}$ inch thick; and
- 44 inches long by 5 inches wide by 1 inch thick.

In Sydney somewhat larger staves are in general demand for making casks to hold 10 hundredweight (1,120 pounds), which measure:—

- 48 inches long by 5 inches wide by $\frac{3}{4}$ inch thick; and
- 48 inches long by 5 inches wide by 1 inch thick.

Expert coopers state that the staves should be undressed and sawn in the quarter to get the grain in the right direction.

Staves made from Douglas fir, or other suitable timber, quoted by Canadian exporters will receive due attention. Such quotations should be (preferably) c.i.f. Australian port or at least f.o.b. steamer at ocean port of shipment, and in the latter event the marine freight should be stated so the oversea buyers can approximate their landed costs.

WINE CASKS

Statistical data furnishes the information that in the fiscal year of 1918-19 over 70,000 acres were devoted to Commonwealth vineyards, which produced 8,692,837 gallons of wine. New areas have in the interval been taken up, and the development of the industry is seemingly assured; hence the demand for wine casks is recurrent and worthy of the close attention of Canadian exporters who are in a position to supply staves of the required quality.

South Australia (Adelaide) produces over two-thirds of the Commonwealth vintage, then follow, in importance, Victoria (Melbourne) and New South Wales (Sydney).

In former years white oak—imported chiefly from the United States—was almost entirely used in the making of wine casks, but for some years this wood has been unprocurable, hence native mountain ash and other domestic timber has perforce been substituted.

The principal cooperage industry in Melbourne uses the following size of stave in manufacturing wine casks: 44 inches long by 5 inches wide by $1\frac{1}{2}$ inch thick. The requirements in this line are, obviously, quite extensive, and if a suitable wood can be found in Canada for the purpose an assured constant trade may reasonably be anticipated. As in the case of other casks, emphasis is laid upon the staves being supplied undressed and sawn in the quarter.

BEER BARRELS

With seventy-two breweries operating in Australia, which in 1918-19 produced nearly 63,000,000 gallons of ale and stout, it is apparent that the demand for new barrels—and the replacement of the old—constitutes a trade of very considerable importance. These barrels were formerly made of white oak, but, owing to the high cost of that timber, recourse has been made chiefly to Tasmanian blackwood.

Any Canadian timber which has been found suitable for beer barrels in the Dominion would be of interest to Australian cooperage concerns. The staves are required in the rough, sawn in the quarter, and must be absolutely free from knots, gum veins, or other defects.

The following sizes of staves used in making beer barrels have been supplied by one of the leading Australian cooperage industries:—

28 inches long by	5 inches wide by	2 inches thick	(18 gallons).
34 " "	5 " "	2 " "	(36 ").
40 " "	5 " "	2 " "	(54 ").

GLUCOSE CASKS

The only Australian glucose industry of importance is at Melbourne, and an extensive trade is done throughout the Commonwealth. This company has been compelled to establish a small timber plant in a forest some thirty miles from the city for the production of staves, from mountain ash, to make the large number of casks required in their business.

The size of staff for glucose casks is 36 inches long by 5 inches wide by $\frac{3}{4}$ inch thick (40 gallons). In former years large quantities of glucose were imported—chiefly from the United States—but the Australian demand is now mainly supplied by the Melbourne plant.

It is, therefore, clearly indicated that the same wood as is used in packing North American glucose would be equally suitable for making similar containers in Australia. As in the case of other lines of cooperage requirements, these staves are required in the rough—i.e. undressed—sawn in the quarter and free from defects.

DRIED FRUIT (RAISINS, CURRANTS, ETC.) CASES

In 1918-19, Australia—in addition to the domestic trade—exported 8,524,587 pounds of dried fruits, comprised chiefly of raisins and currants, but with a relatively small proportion of peaches, apricots, apples, etc. The production is variable, depending on climatic conditions, and the exports are governed both by the crop and oversea competition chiefly from the Mediterranean and California.

The variation in exports is instanced in that the total for the year 1916-17 was 13,460,274 pounds, which required 240,362 cases holding 56 pounds net of fruit, while the exports in 1918-19 were 8,524,587 pounds. Raisins and currants are produced in the States of Victoria and South Australia, which also market a considerable portion of other dried fruits.

While some smaller cases are used to a limited extent, the fruit is, in the main, packed in boxes, containing 56 pounds, of the following extreme (or outside) dimensions:—

Sides	23 $\frac{1}{2}$ in. by 6 $\frac{1}{2}$ in. by $\frac{5}{16}$ in.
Top and bottoms	23 $\frac{1}{2}$ in. by 13 in. by $\frac{1}{4}$ in.
Ends	12 in. by 6 $\frac{1}{2}$ in. by $\frac{1}{2}$ in.
Sides and ends each in one piece.	
Tops in two pieces each 6 $\frac{1}{2}$ in. wide.	
Bottom in two pieces each 6 $\frac{1}{2}$ in. wide.	

The timber used is finely sawn and undressed.

FRESH FRUIT CASES

Practically all Australian fresh fruit is exported in hardwood cases. The extent of the exports of apples, which constitute the bulk of the fresh fruit shipped oversea, obviously depends on the season's output and whether the necessary cold storage steamer space can be obtained. Lack of shipping facilities has greatly retarded the volume of exports since 1914, but, in a normal year, a conservative estimate of the number of cases required for apples for the export and domestic trade would be (at least) 2,000,000.

In the opinion of experts, the prospects of Canadian shippers being able to compete with the Australian hardwood case is considered to be remote. The domestic case is frequently produced close to the orchards, hence inland transportation on oversea cases from the importing centre to the fruit-growing districts is obviated. Some of the largest apple exporters—chiefly in Tasmania—are directly interested in box plants, and furnish the required cases to the growers.

At a recent fruit conference, the question of improving the type of the export apple case was discussed, and the advantages of a bright, cleanly and attractive case—weighing much less than the hardwood package—were recognized. As against that

contention, it may be remarked that Australian apples are marketed in the reverse season to those grown in the northern hemisphere, and when the London market is bare of supplies, hence neither the case nor its contents is brought into direct competition with fruit packed, with probably greater care, in a more presentable case.

Apples are exported in bushel cases, and it is to this size that Canadian exporters should first direct their attention. If success is achieved in this size, then the lesser demand for smaller cases could be considered.

SIZES OF FRESH FRUIT CASES

The regulations under the New South Wales Fruit Cases Act may be cited as having general application throughout Australia to the sizes of cases required for both domestic and export trade.

The specification of N. S. W. cases is as follows:—

Case	Inside measurements	Capacity
1. One bushel case	18 inches long by 14½ inches deep by 8½ inches wide.	Not less than one Imperial bushel or cubical content of two thousand two hundred and twenty-three cubic inches (2,223).
2. " " "	26 inches long by 6 inches wide by 14½ inches deep.	Not less than one Imperial bushel or cubical content of two thousand two hundred and twenty-three cubic inches (2,223).
3. " " "	20 inches long by 10 inches deep by 11½ inches wide.	Not less than one Imperial bushel or cubical content of two thousand two hundred and twenty-five cubic inches (2,225).
4. One-half bushel case.	18 inches long by 8½ inches wide by 7½ inches deep.	Not less than one-half Imperial bushel or cubical content of one thousand one hundred and eleven and one-half cubic inches (1,111½).
5. " " "	26 inches long by 6 inches wide by 7½ inches deep.	Not less than one-half Imperial bushel or cubical content of one thousand one hundred and eleven and one-half cubic inches (1,111½).
6. " " "	18 inches long by 11½ inches wide by 5½ inches deep.	Not less than one-half Imperial bushel or cubical content of one thousand one hundred and ten cubic inches (1,110).
7. One-quarter bushel case	13½ inches long by 10½ inches wide by 4 inches deep.	Not less than one-quarter Imperial bushel or cubical content of five hundred and fifty-six and seven-eighths cubic inches (556¾).
8. Tropical fruit case	24½ inches long by 12 inches wide by 12 inches deep.	Of cubical content of not less than three thousand five hundred and sixty-four cubic inches (3,564).

All measurements to be clear of all or any divisions.

CANNED FRUIT CASES

The development of the canned fruit industry has, in recent years, received a marked stimulus through the strong financial assistance rendered by State governments. The Victorian Government has advanced about £100,000 to a co-operative company of growers in the establishment of one of the most modern canning plants in existence. The New South Wales Government, through its Water Conservation Board, has also made extensive financial advances in erecting a plant in their irrigative areas. Naturally, it may be assumed that, whenever possible, the Government-assisted fruit industries will endeavour to use cases, required for packing the fruit, made from native timbers, unless there is a substantial inducement in cost. If, however, the export trade demands the more attractive and lighter cases made from soft-wood the latter may be adopted.

While there is some slight variation in the specification of cases used in Australia in packing canned fruit, the case used by the N.S.W. Water Conservation Board may be accepted as the standard.

The inside measurements are as follows:—

20½ inches	by 12½ inches	by 9½ inches
Ends	¾ inch	thick in one piece
Sides	¾ inch	thick in one piece
Bottoms	¾ inch	thick in two pieces
Tops	¾ inch	thick in two pieces

In addition to the Government-assisted canned fruit industries, there is a large number of private fruit-packing companies throughout the Commonwealth, but only those close to ocean ports at which shooks are discharged would likely be interested in casewood from oversea.

JAM CASES

The jam-producing industry in Australia has greatly increased in importance in recent years consequent on the extension of fruit growing and the coming into bearing of new orchards. In late years it has shown considerable expansion in exports. As an illustration, during the year ended on June 30, 1919, over 79,000,000 pounds of jams and jellies, valued at £1,847,970, were exported from the Commonwealth. There are jam factories in all the states, but the largest are in Melbourne, Sydney and Hobart. As in other lines, there is some slight variation in the sizes of the cases used for packing jam, but the following may be accepted as being, approximately, the standard.

Inside measurements:—

21½ inches by 9½ inches by 14½ inches.
Ends ¾ inch thick in one piece.
Sides ¾ inch thick in two pieces.
Tops ¾ inch thick in two pieces.
Bottoms ¾ inch thick in two pieces.

Practically all Australian jams are packed in hardwood cases for export.

PEA CASES

The size of the cases used by the N.S.W. Water Conservation Board for packing peas is exactly the same specification as for jam cases. So far, this trade is, relatively, unimportant.

FRUIT DRYING TRAYS.

The New South Wales Water Conservation Board (administering the irrigation areas in that state) have supplied the following specification of the fruit-drying trays required, from time to time, by them:—

4 pieces 48 in. by 14½ in. by ¾ in. tops and bottom end.
4 " 35½ " ¾ " ½ in. side run top and bottom.
8 " 35½ " 6 " ¾ in. bottoms.

CANNED MEAT CASES

In 1918-19 Australia exported 65,118,256 pounds of canned meats, exclusive of potted meats and extract of meats, to the value of £3,771,373, hence the requirements of the cases aggregate large figures.

While some of the more important meat-preserving plants are in Queensland, which state produces (probably all) the box shooks required, and has a fair quantity for export to the other states, it must not be overlooked that in New South Wales and Victoria there are a number of large works devoted to canning meats for export to which the question of meat cases is an important item in the f.o.b. costs.

The following specification of the principal sizes of canned meat cases has been furnished by one of the largest wholesale houses interested in the trade:—

Outside or extreme measurements:—

Cases of 72 1-pound cans—

Length, 2 feet 3 inches.

Width, 1 foot 6½ inches.

Depth, 9¾ inches.

Sides, top and bottom ½ inch thick, and ends 1 inch thick.

Top and bottom in two pieces; sides and ends one piece.

Cases of 36 2-pound cans—

Length, 1 foot 11½ inches.

Width, 1 foot 5¾ inches.

Depth, 10½ inches.

The same thickness and number of boards as for 1-pound cans.

Cases of tongues, 48 1-pound cans—

Length, 1 foot 6½ inches.

Width, 1 foot 1½ inches.

Depth, 1 foot ¾ inch.

Sides, tops and bottoms ¾ inch thick, and ends 1 in. thick.

Top and bottom in two pieces; sides and ends one piece.

All timber dressed one side.

MILK AND MILK PRODUCTS CASES

In 1918 the Commonwealth produced 63,289,645 pounds of condensed and concentrated milk, the State of Victoria being credited with 45,251,710 pounds of the total, New South Wales and Queensland completing the balance. This production has increased over threefold since 1914, and there are two companies (one being a branch of an old-established British company) which do the bulk of the business, with head offices in Melbourne. In the case of one of the leading companies, their contract for milk cases, made from Queensland pine, expires in 1922. Besides entering largely into the domestic trade, the exports of preserved milk in 1918-19 aggregated 27,272,055 pounds, while milk and cream (dried) in other forms were exported to the extent of 662,943 pounds. As each case contains 4 dozen 1-pound cans, the quantity of shooks required presents such formidable figures as should prove attractive to the suppliers.

The dimensions of the cases used by the two principal condensed milk manufacturers in Australia vary slightly, hence it is thought prudent (considering their requirements in 1918 were 1,318,534 cases) to clearly state the sizes desired by the two companies indicated by the letters A and B.

“A” specification for milk cases:—

Sides 19½ in. long by 6½ in. wide by ¾ in. thick.

Tops and bottoms 19½ in. long by 6¾ in. wide by ¾ in. thick.

Ends 11½ in. long by 6½ in. wide by ¾ in. thick.

Side pieces single boards to be clean cut but not dressed, tied up in shooks of 40 pieces.

Tops and bottoms of two boards clean cut but not dressed, tied up in shooks of 40 pieces.

Ends to be single boards, clean cut and dressed on one side, tied in shooks of 20 pieces.

“B” specification for milk cases:—

Sides 19½ in. long by 6½ in. wide by ¾ in. thick.

Tops and bottoms 19½ “ “ 6½ “ ¾ “

Ends 12 “ “ 6½ “ ¾ “

The sides and ends each to be in one piece.

The tops and bottoms each in two pieces of equal width.

The ends of the cases to be dressed on one side only (for stencilling) and the other pieces to be finely sawn undressed.

“B” specification for milk products cases:—

1 size.

Sides 15¾ in. long by 11½ in. wide by ¾ in. thick.

Tops and bottoms 15¾ “ “ 15¾ “ ¾ “

Ends 14¾ “ “ 11½ “ ¾ “

*"B" specification for milk products cases:—Continued.**2 size.*

Sides	19	in. long by	9 $\frac{3}{4}$ in. wide by	$\frac{5}{8}$ in. thick.
Tops and bottoms	19	"	14 $\frac{1}{2}$ " "	$\frac{1}{2}$ "
Ends	13 $\frac{1}{2}$	"	9 $\frac{3}{4}$ " "	$\frac{1}{4}$ "

3 size.

Sides	20 $\frac{3}{4}$	in. long by	13 $\frac{3}{4}$ in. wide by	$\frac{5}{8}$ in. thick.
Tops and bottoms	20 $\frac{3}{4}$	"	13 $\frac{3}{4}$ " "	$\frac{5}{8}$ "
Ends	12 $\frac{1}{2}$	"	13 $\frac{3}{4}$ " "	$\frac{1}{4}$ "

Sides, tops and bottoms each in two pieces.

One end at least must be in one piece. The ends of all milk product cases to be dressed on one side, and the other pieces to be finely sawn undressed.

The company whose specifications are marked "B" is not in the market until 1922 for shooks, at which time their contract for cases expires. This company takes about 500,000 annually. The company whose specification is marked "A" would be glad to receive quotations from Canadian suppliers on the basis of c.i.f. Melbourne, or at least f.o.b. steamer at ocean port of shipment. The requirements of this company approximate one million cases annually.

RABBIT AND HARE CRATES

The average annual number of frozen rabbits and hares exported from Australia for the five years from 1914-15 to 1918-19 was 10,525,000 pairs. The Superintendent of Exports for the State of Victoria has furnished the following particulars relative to the sizes of the various crates used in the export of rabbits and hares:—

Rabbit Crates

- (1) 24 large rabbits—Crates 33 in. x 17 in. x 5 in.
Sides one piece 4 $\frac{1}{2}$ inches wide.
Top and bottom 6 pieces, of which 2 are 2 $\frac{1}{2}$ in. wide and 4 are 3 in.
Ends (one piece) same as sides.
- (2) 24 young rabbits—Crates 31 in. x 16 in. x 5 in.
Sides 1 piece 4 $\frac{1}{2}$ inches wide.
Top and bottom 6 pieces 3 inches wide.
Ends (1 piece) same as sides.
- (3) 24 small rabbits—Crates 30 in. x 15 in. x 4 $\frac{1}{2}$ in.
Sides 1 piece 3 $\frac{1}{2}$ inches wide.
Top and bottom 6 pieces 2 $\frac{1}{2}$ in. wide.
Ends (1 piece) same as sides.
Sides and ends of all rabbit crates $\frac{7}{16}$ in. thick.
Battens top and bottom $\frac{5}{16}$ in. thick. All timber in rough.

Hare Crates

- 12 hares—Crates 23 in. x 22 $\frac{1}{2}$ in. x 7 in.
Sides 1 piece 6 $\frac{1}{4}$ inches wide.
Top and bottom 6 pieces, of which the two centre pieces are 3 in. wide and the other 4 pieces 2 in. wide.
Ends 1 piece 6 $\frac{3}{4}$ in. wide.

These crates are of rough timber and the questions of cheapness and strength are of paramount importance. They are supplied by local saw-mills, and they appear to be chiefly made from "waste ends" of timber scarcely useful for any other purpose. The only thing, apparently, attractive about this trade is the immense demand and its effect in clearing out odd lines of timber lying about a mill.

POULTRY CASES

Considerable frozen poultry is exported from Australia, concerning which the Superintendent of Exports for Victoria has supplied the following (extreme or outside) measurements for the cases:—

- 28 in. x 14 in. x 8 in.
28 in. x 14 in. x 7 in.
Sides and ends one piece each;
Top and bottom two pieces each of 7 in wide or three pieces to make 14 in. in all.
Sides, tops and bottoms $\frac{1}{2}$ inch thick;
Ends $\frac{3}{4}$ inch thick, with two circular holes of 1 $\frac{1}{2}$ inch diameter in each end.

Soap and Candle Makers' Cases

One of the leading companies of soap and candle manufacturers in the Commonwealth—with their own box factory—has intimated that they would much prefer to use softwood or pine cases to the native hardwoods they have been compelled to use in recent years. While they would like quotations on suitable softwood in squared or round logs, they also desire quotations on the leading sizes of box shook materials which they use in their extensive business.

They supplied the following dimensions of the boxes in constant demand:—

No. 24	13½ in. long by 11½ in. wide by 7½ in. deep.
No. 47	21½ " " 12½ " 10½ "
No. 5	17½ " " 14½ " 10½ "
All ends ¾ in. thick. Sides, tops and bottoms ¾ in. thick.	

SHOOKS FOR CASING OIL

While United States oils (kerosene, petrol and lubricating) imported into Australia are packed in cases (containing two tins each of four Imperial gallons) and casks, yet very large quantities of various petroleum oils are shipped from the Straits Settlements, Sumatra and Borneo to Australia, in bulk by tank steamers.

Oil tank installations are established in all the principal Australian ports, and at these depots there are tinning and casing plants for the packing of oil for general distribution. The quantities of box shooks required by the packers of the oils from the East Indies are very extensive, and hitherto this business has been eagerly competed for on the Pacific coast.

The question of a "cut freight rate" is stated by experts to have more than once secured large recurrent contracts, hence it is imperative, to achieve success, that British Columbia shippers should secure at least as low an ocean freight as their competitors south of the international boundary. The trade has every indication of expansion in the future, and hence the requirements of necessary casewood is strongly commended to Canadian box shook producers.

Through the courtesy of the oil company packing the oils referred to in the preceding paragraph, their specification of casewood is now submitted.

Specification of Casewood for Packing Oil

The timber constituting these cases shall be of the following dimensions:—			
Ends.. .. .	2 pcs.	13¼ x 9¼ x 1¾"	Dressed one side only.
Tops.. .. .	1 pce.	20¼ x 10¼ x ¾"	Rough and / or surfaced or partly surfaced.
Sides in 2 pcs. each.. ..	2 pcs.	20¼ x 13¼ x ¾"	Rough and / or surfaced or partly surfaced.
Bottoms in 2 pcs.. .. .	1 pce.	20¼ x 10¼ x ¾"	Rough and / or surfaced or partly surfaced.

All wood constituting the ends shall be passed through a "thicknessing machine" so that the ends will come out to true specification, including being planed on one side. All the other wood constituting the case may be unplanned, but shall be reasonably well finished.

All wood without exception shall have square edges, and with no knots at the edges where the pieces will be nailed or fastened together, and all pieces of the same kind shall be uniform in thickness and be of good, sound timber, with no shakes, wayne, loose, rotten or unsound or large, coarse knots, pitch seams or pockets, but may contain small to medium tight knots, provided they are not on nailing edges and do not exceed 2½ inches in diameter.

The sides are to be supplied in two pieces, but no piece of timber used in the making of sides shall be less than 4 inches in width. The grain of the ends to be counter to the grain of the sides; that is, it is to run up and down, top to bottom.

The cases are to be put up in bundles, each sufficient for 25 tops, bottoms and ends, and 50 pieces of sides, all to be strapped securely with due regard to their safe carriage.

Each bundle of ends may be unmarked, but each bundle of tops shall be marked "T," each bundle of bottoms "B," each bundle of sides "S". These markings must be insisted upon for tallying purposes. Timber to be either spruce, hemlock, or fir.

CASES FOR EXPLOSIVES

A considerable shipment of shooks, from British Columbia, for the manufacture of cases for packing explosives was recently delivered in Melbourne. The quality gave the importers complete satisfaction, but the landed cost so closely approximated the quotations from domestic makers that there is no special inducement to import. Probably the freight rates are now lower and this, combined with the general reduction in oversea timber values, may cause such a revision of the Canadian quotations as to induce further orders.

The following is the standard specification supplied by the leading explosives manufacturing company in Melbourne:—

The case boards are to be of white or red pine equal to Quebec spruce, and must be thoroughly seasoned, of good, sound quality, free from cracks, shakes, loose knots and other defects.

The wood is to be clean sawn and free from outside wood. The tops, bottoms, sides and ends must be not less than 9/16ths of an inch thick.

The tops and bottoms are to be made in either one or two pieces, and, if in two pieces, with a well made and substantial feather-and-groove joint not less than 3/8 inches deep, or approved lock joint, carefully fixed together throughout the whole length of joint by silicate of soda solution. These parts are not to be made from pieces of two different kinds of wood. The pieces used for tops and bottoms are to be of uniform thickness, parallel and joined exactly together, so as to get a plane surface without a ridge caused by one piece being slightly above the other at the joint.

The sides and ends are to be each in one piece without joints. All the pieces are to be square cut all round for accurate pin cutting.

The measurements of the plain boards are to be as follow:—

Case No.	Caseboards for	Top and bottom Inches	Sides Inches	Ends Inches	After lock-cornering, etc., inside dimensions of case to be:		
					Length Inches	Breadth Inches	Depth Inches
(1)	A.R.	20 3/4 x 10 3/4	20 3/4 x 8 1/2	10 3/4 x 8 1/2	19 1/4	9 3/4	8 1/2
(2)	Vik. 2 oz.	28 1/2 x 13	28 1/2 x 7 3/4	13 x 7 3/4	27	11 3/4	7 3/4
	Vik. 4 oz.	34 5/8 x 12 3/4	34 5/8 x 6 3/4	12 3/4 x 6 3/4	33 1/2	11 5/8	6 3/4
(3)	Monobel.						
	40% dyn.						

One set of sample caseboards is to be submitted with each tender. The successful contractor is to furnish three sample sets of caseboards, which, when approved by the company, will be held as standards of the quality, size, finish, and condition of the caseboards to be delivered. The caseboards are to be delivered in dry, clean, serviceable condition.

The different pieces are all to be made up together in separate bundles of ten, or multiples of ten, each, and tied with string, not wire. The company shall have the right to refuse any caseboards that on arrival may seem to be damaged, wet, or defective in any respect, and to set same aside to await contractor's instructions, or to return same to him at his expense, and to claim replacement of the number so refused.

The company shall have the right to claim from the contractor for any defective caseboards that may be disclosed from time to time as the bulk is being used up; all such claims to be intimated and specified within six months after receipt of the goods.

PICKETS AND LATHS

Few pickets have been imported for fencing purposes in recent years as, owing to the high cost, they have been displaced by Western Australia jarrah. Pickets 4 feet 6 inches long by 3 inches wide by 1 inch thick are, however, imported in fair quantities for cutting up into ceiling laths—eight to the picket.

Wall laths 4 feet 6 inches by $1\frac{1}{2}$ inch wide by $\frac{3}{8}$ inch thick are also imported in bundles of ninety, but the trade in laths is now depressed owing to high costs and their displacement, to some extent, by fibrous plaster, beaverboard, metal ceilings and veneers.

PLYWOODS

While the domestic production of plywood has not attained anything like the anticipated output, the customs duty, imposed last year, was increased to 5s. (\$1.21) per 100 square feet, which has greatly reduced the importations from British Columbia, where the industry is well established.

This item has received special consideration in the timber supplement referred to in the first paragraph of this summary, to which attention is directed to Canadian firms requiring further details.

MEAT SKEWERS

Prior to the war practically all Australian requirements in meat skewers were obtained from the United States and Canada. They were of hickory or maple. In recent years these supplies have ceased owing to high prices, and the skewers are now being obtained from local sources (mountain ash), and from bamboo, and cane from China and Japan, but the latter materials are not favoured.

Recent quotations from Canada and the United States were still too high to obtain business, although hickory is so much preferred that higher prices than those of the local product would be paid. One large dealer states that he is at present selling mountain ash skewers at 7s. 6d. per 1,000 less $2\frac{1}{2}$ per cent, but would prefer to stock hickory or maple at relatively higher prices.

The sizes required are 9 inches by $\frac{1}{4}$ inch and 10 inches by $\frac{1}{4}$ inch. Former importations from Canada and the United States were tied up in bundles of 100, with about 20,000 to a hooped iron case, but it is considered that if the trade could be revived, a case of 10,000 would be more satisfactory.

The duty on skewers is 33 per cent net if from the United Kingdom and 49½ per cent net if from Canada and other countries.

MINOR LINES OF SHOOKS

Obviously, there are many other cases required in Australia for packing food and other products, which have not been reviewed in the preceding paragraphs. There are such lines as starch, maize products, pickles, vinegar, sauces, biscuit crates, and so on which enter into the demand for casing woods.

It has only been thought necessary to indicate to Canadian exporters the leading lines of cases, staves, and crates which are in large demand so that, if interested, they can make up their calculations and submit quotations.

Further data required will be gladly supplied on application to this office.

HOW TO SECURE THE TRADE

The buying methods of timber importers in Australia are clearly set out in the 1917 special supplement on the *Timber Import Trade of Australia*. Briefly, most Pacific coast exporters of timber products are now represented in Australia, and this gives the "man on the spot" an advantage which can scarcely be over-estimated. Other exporters have had the advantage of visiting Australia to study requirements and have, personally, made favourable trading connections.

While old-established trade can readily be maintained by cabling and correspondence, it is exceptionally difficult for a firm (previously unknown) to acquire trade by similar methods. Buyers are conservative to a degree, and more especially so at this time when importers are loaded up with immense stocks of timber landed at high costs, and when oversea prices and freights have shown marked decline the last few months.

Any assistance which this office can render towards increasing Canadian exports of box shooks, staves, etc., will be cheerfully rendered.

INQUIRIES RE SHOOKS

With reference to the special inquiries commented upon in previous paragraphs, relative to certain lines of box shooks, a brief list of some of the principal Australian users is being forwarded to the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa (refer to File T. C. 2-101), for the information of Canadian exporters. It is manifestly impossible to send comprehensive lists, but sufficient names have been forwarded to enable exporters to negotiate for initial trade.

It is suggested that carbon copies of letters addressed by Canadian firms to Australian users of shooks might be forwarded to this office, with a view to their being followed up with discretion.

FINANCING SHIPMENTS OF SHOOKS

By reason of the extensive shipments of butter made by the large co-operative distributing companies in Australia, funds are constantly accumulating in London, hence they have no difficulty in establishing purchasing credits for the payment of their essential requirements of butter boxes, or Sitka spruce, as the case may be.

Suppliers, of course, will require to establish confidence in their products being of standard quality, and that their methods of transacting business will be satisfactory to the buyers before, under the most favourable circumstances, large orders will be placed. When confidence is established it is quite another matter.

DUTIES ON TIMBER, BOX SHOOKS, STAVES, ETC.

With the exception of a few minor items of timber products, upon which a small preference is given to the products from the United Kingdom, the Commonwealth duties on the various lines dwelt upon in preceding paragraphs under the general tariff schedule are as follows:—

DIVISION X.—WOOD, WICKER, AND CANE.

	Tariff Items.	General Tariff.
291.	Timber, viz.:—	
(A)	Engravers' Boxwood and Engravers' Maplewood, ad val..	5 per cent.
(B)	Hickory, undressed, ad val..	5 per cent.
(C)	Logs, not sawn, ad val..	10 per cent.
(D)	Spars, in the rough, ad val..	10 per cent.
(E)	New Zealand White Pine, undressed, n.e.i., for use in the manufacture of butter boxes, as prescribed by Departmental By-laws, per 100 super. feet..	1s.
(F)	Timber, undressed, n.e.i., in sizes of 12 in. x 6 in. (or its equivalent) and over, per 100 super. feet..	1s.
(G)	Timber, undressed, n.e.i., in sizes of 7 in. x 2½ in. (or its equivalent) and upwards, and less than 12 in. x 6 in. (or its equivalent), per 100 super. feet..	3s.
(H)	Timber, undressed, n.e.i., in sizes less than 7 in. x 2½ in. (or its equivalent), per 100 super. feet..	3s. 6d.
(I)	Timber, undressed, cut to size for making boxes, per 100 super. feet..	5s.
(J)	Timber, for making boxes, being cut to size, and dressed or partly dressed, per 100 super. feet..	6s.
(K)	Timber, bent or cut into shape, dressed or partly dressed, n.e.i., ad val..	30 per cent.
(L)	Timber, dressed, n.e.i., per 100 super. feet..	4s.
(M)	Plywood, veneered or otherwise, per 100 square feet..	5s.
(N)	Veneers, ad val..	35 per cent.

DIVISION X.—WOOD, WICKER, AND CANE.—*Concluded.*

292. Timber, viz.:—
- | | |
|---|--------------|
| (A) Laths for Blinds, ad val. | 30 per cent. |
| (B) Laths, n.e.i., per 1,000. | 10s. |
| (C) Palings, per 1,000. | 15s. |
| (D) Pickets, undressed, per 100. | 3s. 6d. |
| (E) Pickets, dressed, per 100. | 7s. |
| (F) Shingles, per 1,000. | 5s. |
| (G) Architraves, Mouldings, n.e.i., and Skirtings, of any material,
per 100 lineal feet. | 6s. |
| (H) Picture and Room Mouldings, ad val. | 45 per cent. |
293. (A) Timber, undressed, in sizes less than 7 ft. 6 in. x 10 in. x
2½ in. for door stocks, per 100 super. feet. 3s.
- (B) Timber, for making doors, being cut into shape, and dressed,
or partly dressed, per 100 super. feet. 6s.
- (C) Doors of wood including Fly Doors:—
- | | |
|---|---------|
| (1) Sizes 1½ in. and under, each. | 4s. 6d. |
| (2) Sizes over 1½ in. and under 1¾ in., each. | 6s. |
| (3) Sizes 1¾ in. and over, each. | 8s. 6d. |
294. (A) Staves, undressed, per 100. 1s.
- (B) Staves, dressed or partly dressed, but not shaped, per 100. 4s.

THE VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

With reference to the report covering specifications for the above scheme, which was printed in *Weekly Bulletin* No. 905, page 909, a cable has been received from Mr. D. H. Ross, Canadian Government Trade Commissioner at Melbourne, that the date on which tenders on the prescribed forms close at Melbourne for specification No. 99, has been extended from August 14 to August 31. The latest mail to reach Melbourne before the latter date leaves San Francisco on August 1.

The following is a brief outline of the specification referred to:

SPECIFICATION NO. 99

The supply and delivery, also the superintendence of erection, testing and maintenance at the site in every way complete of plant consisting of:—

Section 1.—Twelve water tube boilers, with mechanical stokers, fans, air-ducts, etc.

Section 2.—Platforms and ladders for the twelve boilers covered by section 1.

Section 3.—Six steel chimneys, flues, and dampers with operating gear for the twelve boilers covered by section 1.

Section 4.—Sooting and dust extraction equipment for the twelve boilers covered by section 1.

Section 5.—Ash handling plant complete for the twelve boilers covered by section 1.

Section (General).—(Applicable to all sections).

Auxiliary and accessory plant and apparatus pertaining to the above all as specified.

BETTER TIMES IN THE STEEL INDUSTRY PREDICTED

After stating that the steel industry was in the worst slump that it had been in forty years, Charles M. Schwab, president of the Bethlehem Steel Corporation, in a recent speech at South Bend, Indiana, expressed himself as optimistic for the future. "The present industrial depression," he said, "is the best thing that has ever happened to the United States. It has ended a long period of manufacturing without considering costs. We must build a new industrial fabric and that fabric must be built upon a basis of economy. Germany is organized industrially and never before have German workmen been so willing as they are now to give a full day's work for a full day's pay. Capital and labour must work hand in hand as it has never done before, and this will result in a greater prosperity than we have ever had before," said Mr. Schwab.

OPPORTUNITY FOR CANADIAN EXPORTERS OF FLOUR AND WHEAT IN CENTRAL AMERICA

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, who is at present investigating the prospects of Canadian trade in the Republics of Central America, writes under date of May 23, that for the first time in the last four or five years, there is a considerable market existing for Canadian wheat in the coastal region of Colombia. In 1915, Colombia imported several hundred thousand bushels of wheat for flour making. But owing to war conditions, the coastal flour mills which have used imported wheat were unable to get their usual supplies at normal prices, and wheat was brought down the Magdalena from the interior. Now, however, northern wheat has fallen in price, and ocean freights are lower, while Magdalena freights remain at \$50 to \$80 per ton or from two to three dollars per hundredweight of wheat. The time is therefore opportune for Canadian wheat exporters to obtain business on the Colombian wheat market.

There is also a market for flour at the present time in the Republic of Venezuela. The normal importation of flour into Venezuela is about 90,000 barrels annually, of which from 25 per cent to 30 per cent is Canadian. The Venezuelan market likes the heavy Kansas flour, and if Canadians can quote lower f.o.b. New York prices than the Kansas millers on flour equal in weight and colour to Kansas flour, they will get the business.

Further information on this subject and the names of wheat and flour importers in Colombia and Venezuela are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by Canadian exporters on application to the Director, Commercial Intelligence Service, quoting file No. 26811.

BOX SHOOKS ON THE ENGLISH MARKET

J. FORSYTH SMITH, CANADIAN TRADE COMMISSIONER

Liverpool, June 1, 1921.—Considerable interest has been manifested by Canadian exporters from time to time in the possibility of developing a market for box shooks in the United Kingdom, and, since the armistice, many inquiries have also been received from British importers desirous of getting into touch with a new source of supply. While some purchases have been made, business in general has proved impossible on account of the inability of the Canadian producer to meet competitive Scandinavian prices.

In the course of an investigation recently made on behalf of a Canadian correspondent, it was made clear that, at present, there is absolutely no chance of business. The present demand for boxboards is practically nil on account of the general trade stagnation, and the only orders that are being placed are for small quantities, supplied, in great part, by local mills. Scandinavia is competing very keenly for any orders that are going (prices have dropped 50 per cent and more since the beginning of the year), and, with further competition from European countries, there is so much undercutting as to make transatlantic importations impossible. It is not considered that there can be any substantial improvement in the situation until well on next year.

One of the largest firms of importers in the United Kingdom, who have been in the closest touch with Canadian conditions for some years, are disposed, however, to take a somewhat hopeful view of the future. They write: "Our view is that when the present slump comes to an end, and trade revives, as it must, the demand for boxboards will be very large. Much of the cheap competition from Central Europe will, by that time, have been eliminated, and it will then only be a question whether Canada can compete with the Scandinavian mills in price and quality. Well-equipped exporters, favourably located (for example in one of the Atlantic provinces), with good organization, up-to-date machinery, excellent shipping facilities,

ties, serious concentration upon the development of export business, large output, and the necessary widths of timber (the wider the wood that can be supplied the better), should have a very reasonable prospect of meeting competitive requirements, and developing a satisfactory business."

STATE OF TRADE IN LANCASHIRE

TRADE COMMISSIONER J. E. RAY

Manchester, May 31, 1921.—During the month of May, practically all industries have been adversely influenced by the coal strike which is now in its ninth week. Many factories and a number of cotton mills have either closed down, or are running on short time. Railway and street car traffic is considerably curtailed, and hundreds of locomotives are lying idle. Reports from various docks convey the news that a large number of ships are dead for want of cargoes.

Unemployment is daily increasing, and no sign of improvement is likely to reveal itself until the coal dispute is settled. In Lancashire and Cheshire the number of claims for unemployment benefit reached 810,061 (May 27). The total number of wholly unemployed men is 214,550, and of women 102,232.

COTTON TRADE WAGES

As a new wages agreement in the cotton trade is now due for the signatures of the respective parties, employers and employees, conferences are in progress, the results of which may be known by June 4. There are obstacles in the way of a settlement, the chief being a larger decrease in wages than the operatives are prepared to accept.

TRADE PROSPECTS

Business men, when questioned upon trade prospects, are chary at expressing an opinion. Doubtless, had the coal strike been averted a decided improvement in the cotton trade would have taken place in April and May, but until work in the mines is resumed and the cotton wages agreement is signed, no revival of trade is possible.

BRITISH SOUTH AFRICAN TRADE DURING 1920

TRADE COMMISSIONER W. J. EGAN

Cape Town, April 28, 1921.—The Department of Customs and Excise of the Union of South Africa has just issued its Fifteenth Annual Statement of Trade and Shipping. Besides the Union territory, and Southern and Northern Rhodesia, the report includes, for the first time, a series of returns relating to the imports, exports, and shipping of the Southwest Africa Protectorate, together with a further new statement showing the balance of trade by countries.

A review of the figures of trade and a very candid comment upon the merits and conditions of the situation, both in South Africa and elsewhere, is contributed by Mr. H. K. Vere-Hodge, F.S.S., Chief of Statistics, Customs Administration. Extracts from these notes are submitted with the object of placing the administration's views of its statistics before interested Canadian exporters; while various tables, compiled at this office, are given with a view to showing the trend of trade in regard to certain imported articles.

GENERAL REVIEW

The year 1920 will ever be remembered as one of the most remarkable in the annals of South African trade. It stands pre-eminently forth from amongst a number of abnormal statistical years in testimony to the world-embracing character of modern commerce, any rupture in the mechanism of which discomposes all countries in varying degrees. It witnessed in its final record a reversal of the relative positions of imports and exports as exhibited at the commencement of its course, and accounted for huge customs receipts, outrunning all expectation, and outdistancing all vast collections. In its manifestation of sustained internal development.

side by side with an acutely troublesome commercial situation; in its experience of a vast accumulation of imported stores concurrently with the carrying out of legislation designed to ease the increasing burdens of the public, it has no counterpart in the records of the past, and it is very improbable that the more prominent of its peculiar characteristics will repeat themselves in the future.

To South Africa a reversal of the balance of trade and the fluctuation of buying and selling rates of exchange have appeared quite as discomfiting as any restraints experienced during the war itself, and no commercial happenings have perhaps brought more forcibly to notice the far-reaching disruptive effects of the crisis through which the world has passed.

An unwelcome situation, for which the very prosperity of the country is largely responsible, arose early in the latter half of the year. Experience of the extraordinary buying capacity of the public, coupled with a confident belief in the slow return to normal conditions, tended to distract attention from the rapid accumulation of goods eagerly seeking, and at length free to find, an outlet. When the year opened there was little to indicate an unduly accelerated fulfilment of outstanding and current orders, but with disconcerting briskness the long-pent-up stores of overseas manufactures began to pour into the Union, reversing the conditions upon which importers had based their estimates, and causing serious embarrassment by the overstocking of warehouses and markets. The swelling totals in the returns progressively increased until, in July, they touched the high-water mark of monthly importations, with a total value exceeding \$50,000,000.

It was not to be expected that our exports would keep pace with this unlooked-for influx of merchandise, the rapid intrusion of which is attributable to unusual circumstances which will never recur. As, however, an erroneous impression might easily be taken of the disparity between exports and imports, the question of the trade balance is specially dealt with in subsequent paragraphs. The anticipated decline in imports has already set in, and the opinion might be ventured that the totals will remain at a lower level for some months, when there should eventuate a revival of trade on a more stable basis, together with a readjustment of the differences mentioned.

SHIPPING

There was a decided improvement in South African shipping, and regularity in the mail service and speedier voyages are among the first fruits of the long-delayed restoration of favourable mercantile conditions. A great disadvantage, however, was the continuance of high freight rates. The increase in merchant tonnage, and greater shipbuilding activities, had given promise of a speedy reduction in transport charges, especially when international competition appeared to be coming into play.

The following statement shows the number and net tonnage of steamers and sailing vessels from overseas entered at Union ports during the years 1920 and 1919:—

	1920		1919	
	No.	Tonnage	No.	Tonnage
Steamers	1,133	4,001,936	998	3,558,729
Sailing vessels	67	82,981	77	88,675
Total	1,200	4,084,917	1,075	3,647,404

The tonnage of oversea cargo landed during the same periods was as follows:—

	1920	1919
	Tons	Tons
From steamers	1,937,611	1,047,293
From sailing vessels	185,776	146,681
Total	2,073,387	1,193,974

Imports

The grand total of imports into the Union of South Africa during the year ended December 31, 1920, was \$516,394,640, as compared with a total value of \$258,953,230 for the calendar year 1919. The totals were made up as follows:—

	1920 Value	1919 Value	Increase Value
Ordinary merchandise	\$455,349,190	\$227,723,880	\$227,624,315
Government stores	41,057,950	19,882,200	21,175,700
Special	19,987,500	11,347,150	8,641,395
Total	<u>\$516,394,640</u>	<u>\$258,953,230</u>	<u>\$257,441,410</u>

The magnitude of the total reached by imports of ordinary merchantable goods, which shows a proportionate advance of almost exactly 100 per cent over 1919 and 142 per cent over 1913, is most strikingly illustrated by measuring the absolute increase in value against the total imports for previous years. Thus the increase alone of \$227,624,315 overtops the highest prewar pinnacle of imports by \$40,000,000. The total imports for the three months ended September 30, 1920, were very nearly equal to the highest value reached in any twelve months preceding 1918, while the total for the last six months of the year was \$30,000,000 in advance of the whole twelve months' total for 1919.

The most conspicuous import increases, in an unusually lengthy list, are given hereunder, the amount of increase, in round figures, being bracketed against each article:—

Leather boots and shoes (\$8,898,500), wearing apparel (\$23,605,250), cotton piece-goods (\$10,944,375), cotton hosiery (\$5,664,750), wheat (\$11,646,125), wheaten flour \$7,692,750), iron galvanized and corrugated (\$9,152,875), motor cars (\$8,901,750), wood, unmanufactured (\$6,708,000), woollen cloth and piece-goods (\$5,918,250).

Treating of the imports by classes and grouping those articles which are of a similar nature, or which are connected with particular industries, some interesting facts are brought to light. Some of the increases observed are: Building material, including cement, timber, corrugated iron, bricks, houses and frames, \$14,664,000; articles for use in agriculture, including implements, machinery, fertilizers, and fencing material, \$7,502,625; soft goods, \$62,424,375; foodstuffs, \$40,204,125.

Last year's importation of motor cars, which ran into larger figures than ever, is a typical example of the over-generous attentions of suppliers and of the misjudgment which, by precipitate measures—instead of carefully following up the steadily expanding demand—has brought about a decided glut. The movements into and out of bonded warehouses reflect the changed conditions. Of 2,661 motor cars warehoused during 1920 only 775 were cleared. In the period January-June, 1920, 487 were warehoused and 204 cleared. In 1919 all the cars warehoused—namely 344—were cleared before the end of the year. But the figures which outrival all others are the increases in dry goods of almost every description. Wearing apparel, cotton and woollen piece-goods, hosiery and haberdashery entered, as if hurled promiscuously upon a market ill-prepared to receive them in such quantities. Allowing for the fact that the greater proportion were valued at topmost prices, comparison and observation go to show that there was a far greater importation by volume, too, than has ever been known.

During the year 1920, 736 agricultural tractors valued at \$973,180 were imported, as compared with 294 valued at \$259,900 imported in 1919.

The value of manufacturing machinery imported last year amounted to \$5,689,210. This is the highest total ever recorded under this head, being \$3,134,625 in advance of the 1919 total, and nearly 400 per cent in excess of the highest importation in any prewar year. The classes of manufacturing machinery were spread over

a very wide range, some of the larger totals noted representing imports for use in the following industries: Tobacco and cigarette making; candle, soap, and concrete making; wool weaving; hat and cap manufacturing; biscuit, brick, and boot manufacturing; sugar refining, coal by-products, metal working, gas producing, wine distilling, and fruit canning.

FOODSTUFFS

The total value of foodstuffs and liquors imported was \$63,858,550, as against \$23,652,810—the value for 1919. Imports of wheat and flour alone amounted to \$222,951,500, and that without taking into account the flour introduced by the Government with a view to checking, as far as possible, the rising cost of staple articles of diet. Pessimistic estimates of the world's food supplies, and the uncertainties of recent years, intensified the inclination to provide for contingencies and lay up stores against days of scarcity. As a consequence, stocks of provisions of all sorts, over and above actual and immediate requirements, joined the inrushing flood of general merchandise. That the larger total value for last year does not, however, warrant the assumption that the food-producing capabilities of South Africa are approaching their limit, or that the remarkable advance in domestic production has suffered a set-back which is likely to last for any length of time, is conclusively evidenced by the steady decreasing proportion of foodstuffs in the total imports of merchandise—taking a series of years, including last year—coincidentally with increasing exports (prior to the restrictions imposed), wider and more effective cultivation, the improved quality of farming produce, and the wonderfully successful operations of local food-producing industries. There can be no doubt, in fact, that erroneous conclusions might easily be arrived at by relying upon the entirely abnormal year 1920 for an estimate of South Africa's trade position. A truer perception of the situation as regards foodstuffs, for instance, will follow perusal of the table given hereunder, which traces the proportionate importation of articles falling within this category from the year 1911:—

Year	Value of Foodstuffs	Proportion per cent of Total Merchandise Imported	Year	Value of Foodstuffs	Proportion per cent of Total Merchandise Imported
1920	\$63,858,550	14.0	1915	\$29,802,520	20.9
1919	23,652,810	10.4	1914	29,132,775	19.1
1918	23,020,335	9.9	1913	36,973,414	19.7
1917	24,536,135	14.5	1912	31,002,095	17.7
1916	28,319,240	15.0	1911	30,889,280	18.1

The heavy importation of Government stores deserves special notice. For some years great difficulty has, of course, been experienced in replenishing various descriptions of railway material. A very large part of the total increase is consequently found under rails, rolling-stock, sleepers, locomotives and other railway requisites. The total value of railway material imported last year by the Government amounted to \$23,954,160, and the value of other articles classed under other heads, but imported for the Railways and Harbours Administration, amounted to a goodly figure.

The importation from Canada of "Government flour" increased the total by, approximately, five million dollars.

A commencement has been made with various undertakings involving a considerable outlay of public money, and these and others which are projected form part of a large programme of reproductive enterprise. The electrification of portions of the railway system will shortly be accomplished and the erection of grain elevators, upon the lines and to the extent recommended by the consulting expert appointed by the Government, will revolutionize the handling and disposing of one of the most important productions of South Africa.

Another conspicuous indication of the country's resolve to meet the coming expansion of trade activities is the construction at Durban, commenced early in 1920, of a graving dock of such huge dimensions that it will vie with the largest in existence.

In reviewing the trade of 1919 an attempt was made to show how far increased overseas prices were answerable for inflated import totals. The following statement shows for each of the years 1913-20 the average oversea value per ton of cargo imported through the ports of the Union of South Africa:—

1920	1919	1918	1917	1916	1915	1914	1913
£	£	£	£	£	£	£	£
45.50	39.66	41.73	24.56	22.54	18.53	16.20	15.54

As the tonnages valued in order to present this statement are shipping tonnages (i.e., measurement and dead weight) in comparisons cannot claim to do more than roughly indicate (1) the influence of high prices in countries of purchase on the import totals, and (2) the persistence of the upward trend which took its rise in the early stages of the war and accompanied the inflation of currencies.

(Note.—Owing to the fluctuations in the rate of exchange since early in the war period, it is not possible to show a fair comparison in Canadian dollars.)

Exports

The grand total value of exports from the Union of South Africa for the year ended 31st December, 1920, was \$407,708,355, as compared with \$486,615,370 for the year 1919. Three-quarters of the decrease of over 80 million dollars is to be found in the comparative value of raw gold exported. The total stood for the year 1919 at about 237 millions, while for 1920 it amounted to 177 millions. It is important to note that the quantity of gold shipped during 1919 far exceeded the quantity produced in that year. It is largely owing to anomalous circumstances such as this that the trade year under review suffers by comparison with its immediate predecessor, and assumes a misleading guise.

Deducting from each year's total exports the value of bullion gold shipped, there remains for 1920 a decrease of \$19,800,270. The total value of South African produce exported (excluding gold) shows a decrease of \$28,665,110, as compared with 1919. The most conspicuous decreases in individual items were: in wool \$10,000,000, mohair \$5,000,000, ostrich feathers \$5,000,000, and maize \$4,000,000.

A comparison with the previous year's export figures of the chief South African exports is shown in the following table:—

Article		1920		1919	
		Quantity	Value \$	Quantity	Value \$
Wool	Lbs.	119,504,747	77,942,000	184,927,986	87,361,880
Mohair	Lbs.	61,289,888	2,529,990	16,942,021	8,064,400
Ostrich Feathers		285,444	2,668,270	904,611	8,024,320
Maize	Lbs.	81,097,024	2,153,560	367,875,772	8,976,380
Wattle Bark	Lbs.	157,822,087	3,229,710	126,645,584	1,882,220
Wattle Extract	Lbs.	18,997,125	1,579,350	13,761,262	1,033,420
Coal	Tons	1,301,272	7,228,960	1,092,010	4,527,770
Diamonds	Carats	2,039,554	56,537,570	2,752,303	56,290,500
Cotton	Lbs.	997,238	340,430	289,890	93,850
Beef	Lbs.	12,661,843	1,140,270	44,408,861	5,233,010
Butter	Lbs.	707,433	424,080	452,596	182,170
Cheese	Lbs.	540,192	203,370	1,596,968	401,470

BALANCE OF TRADE

The following table is given with a view to showing that South African trade, import and export, covering the period of the last two years, leaves the country in, not only a safe, but a favourable position:—

	Value
Total Exports, 1919 and 1920	\$926,774,630
Plus gold premium 1919	18,958,780
Plus estimated preffiuif 1920	48,632,230
	<hr/>
Deduct imports 1919 and 1920	\$994,365,650
	<hr/>
Balance in favour of South Africa	\$218,998,270

Mr. Vere-Hodge concludes his review with the following comment: "While it is true that we are passing through a period in which a false semblance is given to money values, it is not to be denied by the observant that a large portion of our population has enjoyed, and is enjoying, a prosperity which at the beginning of the war they could not have expected to fall to their lot. Taking a broad survey of the situation—noting the wonderful achievements of recent years, looking beyond what are little more than ephemeral setbacks and discouragements, and referring to its true causes, the temporary decline in the demand for some of our products—though that is serious enough perhaps—there is everything to justify the confident belief that this young country—young, that is in nationhood—with its favoured clime, its almost inexhaustible mineral and agricultural resources and its virile people, is destined to hold one day a leading place in the intercourse and sodality of nations. South Africa has been piloted safely through a troubled sea, and, though the storm has not abated, still runs strongly before a favourable wind, and with flying colours, into the vast ocean of unexplored possibilities."

The final figures, just issued, give Canada's share of the South African trade for 1920, as under:—

Merchandise imported	\$13,170,850
Railway stores	4,940,140
Total	<u>\$18,110,990</u>

an increase approaching 100 per cent over the figures for 1919.

NOTES FROM THE NETHERLANDS

TRADE COMMISSIONER GEO. E. SHORTT

Shipping Industry

The shipping industry in Holland is labouring under strong depression, although the large companies show confidence in the future. In the report of the board of directors of the Holland-American Line it is anticipated that in the course of the coming year a great number of ships will be added to their operating fleet. Nevertheless at present freights are hard to obtain, and as a result rates are low. Operating costs are high, however, and considerable tonnage is laid up, unable to operate at a profit.

Aviation

The first Monday in May saw the inauguration of the new Dutch air service. The Royal Dutch Aviation Company for Holland and the Colonies is operating a daily mail, freight and passenger service to and from London. There is also a service to Brussels, Paris, Copenhagen, Bremen, Berlin and Prague. The aerodrome is considered the best in Europe. The erection of buildings at the Rotterdam aerodrome is being completed, and will have a very fine service when it has passed the initial stage. The voyage to London takes less than three hours.

Condition of Certain Industries

The potato flour industry, of which the centre is the north of Holland, is suffering owing to the slump in the textile trade here and in England, where this product is usually absorbed. Prices have fallen from thirty to twenty guilders in one month. Factories have still over half a million bales valued at ten million guilders carried over from last year. The manufacturers had very favourable years during the war, and it is thought they will be able to survive their losses. The growers are, however, in a bad position, as the present price offers no inducement to grow further supplies. That part of Holland is practically dependent upon the growing of potatoes.

The straw and cardboard industry is in still worse condition. Only two out of eighteen factories are now operating. This state of affairs is also attributed to the slump in English industry, as it relies for its sales upon the textile, knives and scissors industries in England. Raw material was bought on a falling market and is now worked at a loss.

The Dutch peat industry is also suffering depression due to the fall in the price of coal. In some parts 75 per cent of the production is unsold. During the war wages were increased by 350 per cent, and with such costs employers cannot now afford to operate. A reduction in wages has been followed by a strike, and much damage has been done by strikers in burning supplies of peat.

Excise and Import Duties on Tobacco

On June 1, an Act comes into force which will increase the import duty and impose an excise duty on manufactures of tobacco. Imported manufactures of tobacco and manufactures of tobacco of Dutch origin will be subject to an excise tax of 10 per cent of the retail price when relating to cigars and tobacco, and 15 per cent of the retail price when relating to cigarettes. The import duty to be levied on cigars and cigarettes will be 30 and 45 per cent respectively. The import duty on raw tobacco remains at 70 cents per 100 kilogrammes.

PORTABLE HOUSES BEING IMPORTED INTO HOLLAND

A local building concern in Rotterdam recently inaugurated a new class of houses for permanent occupancy, by importing half-a-dozen portable wooden houses from Austria, says *Kelly's Monthly Trade Review*. These houses have been "placed" at a dry dock company's site, to be utilized by the company's employees; and we understand that such satisfaction was felt with the first six houses that an order was immediately placed for another twenty-five houses. On the spot, ready for occupation, these houses cost the company about 3,200 florins; are very substantially built, splendidly ventilated, with one sitting room, of 16 square metres, and three sleeping rooms, and with a total inside area of 47.85 square metres. Such houses will probably be imported on a considerable scale, and erected in the new Dutch Garden Cities, planned in various parts of the country. This is really the first serious attempt of importing portable wooden houses into the Netherlands. Of course, just now the importation of such houses from Austria and also from Germany should prove very attractive, owing to the present rates of exchange.

TRADE CONDITIONS IN INDIA

Mr. D. T. Chadwick, Indian Trade Commissioner, London, has transmitted through Mr. Harrison Watson, a communication dated May 31, stating there is a favourable movement in cotton market conditions in India. There has lately been a brisk buying of forward delivery contracts by houses exporting to Japan, but the buying of spot cotton by the local mills is curtailed. The dullness in the indigo market has also been relieved by Japan, which continues to buy steadily. Shellac continues firm, but tea presents very disappointing aspects, as the new season crop will now have to come on the market while the present stock has still to be cleared. Jute remains dull, local mills taking no interest and the demand from export markets slack. Though hides and skins are also dull, the Calcutta stocks are being gradually reduced as there has been no replenishment from up country. Germany and Italy are at present the only markets of importance, orders from the United Kingdom having fallen off for the present.

As in other countries, India is not without her labour troubles, and the termination of one strike is followed by another. Demands for higher wages continue to spring from all branches of labour, but there is no corresponding efficiency of production.

GROWTH OF THE LEAD PENCIL INDUSTRY IN JAPAN

M. MALABAR, OFFICE OF THE TRADE COMMISSIONER

Yokohama, May 18, 1921.—A growing industry in Japan, and one in which ere long she will probably prove a keen competitor of western countries, is that of lead pencil manufacture.

A few years ago Japan was quite content to import all pencils required, but with a great increase in educational facilities all over the country and the growing demand for all articles required in the school, steps were taken to establish an industry, and every encouragement was given to it by the Government.

The manufacture of lead pencils was at first on a small scale, and the quality of the product very inferior. With a view to improvement both in quality and output, a union was organized; an inspection bureau was installed, and regular inspection of the pencils manufactured took place. In consequence a much better article was produced, while the output also increased greatly. Not only was Japan able to supply her ever-increasing demands, but she began exporting to other countries.

In 1916 there were in Japan 90 small and 37 large factories making pencils. Since that date the number has increased to a great extent, there being 220 in Tokyo alone, while the total number established throughout the country amounts to nearly 400. Number of workpeople employed in these factories is estimated at 29,000.

Quantity and Value of Production in 1916 and 1917

Year	Quantity	Value
1916	4,800,000 gross	¥6,230,000
1917	6,490,000 "	9,086,000

(No statistics are available as yet for later years.)

Export of Pencils from Japan in 1918, 1919 and 1920

1918	1919	1920
1,292,903 gross	623,037 gross	248,082 gross

Import of Pencils into Japan in 1918, 1919 and 1920

1918	1919	1920
36,342 gross	20,935 gross	16,971 gross

From the above figures it will be seen that Japan since 1918 has been feeling the effects of the worldwide business depression, both her imports and exports having decreased in volume to a very great extent, but the preponderance of exports over imports in this article during the last few years is very marked, and a still further decline of imports of lead pencils is to be expected.

DEMAND FOR RAW MATERIAL FOR LEAD PENCIL MAKING

While samples of B.C. cedar have frequently been sent to Japan with a view to interesting the trade in cedar slabs for pencil manufacture, owing to its unsuitability for this purpose, no satisfactory results have been obtained. However, before the war Germany used redwood almost exclusively in the manufacture of pencils, and if our exporters are willing to send samples of redwood to the principal pencil manufacturers here it may be productive of business. (A list of the principal pencil manufacturers may be obtained from the Department of Trade and Commerce, Ottawa.)

The production of graphite (known also as plumbago or blacklead) in Japan between the years 1886 and 1891 was very great, the principal producing centres being Tokachi, Miyagi, Niigata, Tohigi, Gifu, Aichi, Toyama, Fukui, Kyoto, Okayama,

Yamaguchi and Kagoshima, but in recent years the output has shown a considerable decrease. As the demand is rapidly increasing, there should be a good opening for Canada to export part of her product to this country, providing she can compete favourably as regards prices. In this connection attention should be drawn to the fact that there is no duty on this article in Japan.

The Trade Commissioner at Yokohama would be glad to receive samples of graphite from manufacturers in Canada, and upon receipt of same would endeavour to solicit trade on their behalf.

MARKETING CONDENSED MILK IN CHINA

On inquiry being made as to any possible regulations governing the quality of condensed milk imported into China, Mr. J. W. Ross, Canadian Trade Commissioner, under date May 10, 1921, writes as follows: As far as China is concerned no regulations whatever are in force respecting this business, and no penalties seem ever to be applied by the Chinese Government against fraud or impurities or imperfections in this product.

The matter of quality rests entirely between the seller and the buyer, but if the milk turns out to be bad, the exporter in Canada can rest assured that he will never do any more business with his brand in this market. Fortunately the brands of milk which are mostly sold here are put up by reliable people, and the quality of those brands has not been questioned for years. This is why it is difficult for a new brand to become established in this market.

In looking over what regulations I have regarding imports of foodstuffs into Hong Kong, I cannot find that that port is any more protected in this regard than is China proper, but if the milk should turn out not to be up to quality when offered for sale, purchasers will avoid it, and its sale will be difficult; therefore any one engaging in the business of putting up milk must produce a good article which should never vary in quality or appearance, nor should the label ever be changed, because an article of this kind is sold largely upon its name and trade-mark or "chop."

FUTURE OF ITALIAN CUSTOMS POLICY

According to a recent article in the Bulletin of the Commercial Relations Department of the *Istituto Coloniale Italiano*, dealing with Italy's future Customs policy, the Director-General of Commerce has transmitted a report to the Superior Trade Council regarding the urgent needs of Italian commercial policy, and setting forth the insufficiency of the provisions contained in the treaties of peace to re-establish Italian foreign trade.

The Director-General urges that special economic agreements should be concluded, also with ex-enemy States, for the purpose of supplementing the provisions of the Treaties of St. Germain and Versailles. Such agreements, he states, should be on the following lines:—

(1) They should be for very short periods.

(2) They should aim, besides settling disputes which have arisen with regard to trade (e.g., the question of the extra prices imposed by Germany), at breaking down, or at least minimizing, the Customs barriers with regard to exports and imports, thereby enabling Italy to obtain the goods she is in need of, and to dispose of her merchandise which she cannot place on other markets.

(3) Lastly, any mitigation of the present tariff should be excluded, the rates of the new general tariff being too low, with respect to the present prices, to allow of any reduction.

The Director-General is of opinion that Italian economic policy at the present moment should tend:—

(1) With regard to Allies, to obtain the abandonment of those measures of excessive protection and high cost of raw materials which are causing serious harm to Italian industry.

(2) With respect to ex-enemy countries, and the new countries arisen since the war, to re-establish such conditions as are essential to trade, and to conclude reciprocal agreements for the purpose of removing import prohibitions.

AUSTRALIAN CUSTOMS DECISIONS

C. HARTLETT, OFFICE OF THE CANADIAN TRADE COMMISSIONER

Melbourne, May 3, 1921.—Under recent by-laws issued by the Department of Trade and Customs, the following are added to the list of articles which may be imported into Australia at reduced rates of duty if used for specified purposes within the Commonwealth:—

MACHINE TOOLS AND PARTS

(But not the motive power, engine combination or power connection, if any, when not integral parts of the exempt machines).

Wood Working—

Reverse lathe.

Yarns (for use in the manufacture of textiles) and Textiles—

Burr crushing machines (carbonizing process).

Burring machines.

Tenterhook teasing.

Tentering.

Oiler, Spivey patent and similar types.

Winding machines, except split drum winders and bottle bobbin winders.

Signalling Appliances (Electric) for Railways—

Interlocking machines (not including cabinet work).

Motor or solenoid operated signal machinery, not including arms, rondelles, or spectacles.

Point operating mechanisms, not including external operating fittings to switch points.

Alternating current relays.

Alternating current actuating movements for electric locks.

Clockwork time contractors.

Hydro-Electric Power—

Water turbines, 8,000 h.p. 375 revs. per minute, 1,050 feet head.

Generators, 3-phase—7,050 k.v.a. (= 6,000 k.w. 85 per cent power factor), 375 revs. per minute, 6,600 v.

Transformers, single phase—2,333, k.v.a.—3 in each bank; 7,000 k.v.a., 6,600/88,000 v. step-up.

Transformers, single phase—5,000 k.v.a.—3 in each bank—15,000 k.v.a.; 88,000/11,000 v. step-down.

Oil switches, 88,000 v.

Isolating switches, to control, 88,000 v.

Transformers and transmission lines.

Insulator discs, for 88,000 v. transmission line, four or five discs forming each string

Lightning arresters—88,000 v.—to protect generators, transformers, etc.

Electric Power—

Frequency changers, 5,000 k.w. capacity—and extra transformer (5,000 k.w.) therefor.

Electric Tramways—

Grooved rails.

Metal Working—

Shaping machines over 16 inch stroke.

Portable drying oven for tin printing and lacquering.

Miscellaneous—

Seam pressing (textile) machine.

Coal cutting machine.

Sulphur burner for production of alkaline salts.

Iron and steel work, being mechanical parts for roasting furnaces used in the recovery of metals from ore.

The above and foregoing specified "Machine tools and parts" are now admitted (for the purposes specified) free of duty if from the United Kingdom, and at the rate of 10 per cent ad valorem if from any other country, including Canada.

REVIEW OF COMMERCIAL CONDITIONS IN ARGENTINA IN 1920

Mr. B. S. Webb, Canadian Trade Commissioner in Buenos Aires, sends some lengthy extracts from the latest report of Messrs. Tornquist & Co., the well-known Argentine bankers, on trade conditions in Argentina, of which the following is a condensation:—

Employment was plentiful throughout 1920. Strikes, which were serious and numerous in 1918 and 1919, were less important in 1920, due principally to the satisfactory working conditions now prevailing, following the adjustment of nearly all salaries to the increased cost of living. The wheat harvest has been an abundant one, yielding probably 5,015,000 tons. The oats harvest should give 864,000 tons and the linseed harvest, 1,082,000 tons. The value of the production of Argentina during 1920 has been estimated at over \$2,400,000,000 gold, that is to say, double what it was in 1913. Towards the end of last year and during what has gone of the current one, there has been an appreciable fall in the values of live stock in general, of hides, of lard, and of cereals. During the past year the exchanges with all countries except two, were in our favour. The prices of real estate remained firm for rural properties in the vicinity of railway stations as also for good urban buildings. On the other hand there was little interest for urban sites (unbuilt on). Prices of articles of consumption and of house rents did not, as a rule, go on rising during 1920 as they had in the preceding years. There were a few exceptions, amongst them, that of bread. At the end of the year a liquidation of manufactured goods on a large scale commenced. The floating debt of the National Government which now amounts to some \$516,000,000 paper, was not consolidated during the past year, notwithstanding that several projects of law to that end were presented. The year 1921 commences under relatively favourable conditions. Should the exportation of Argentine products present no serious difficulties, the situation created by the present excessive accumulation of merchandise here, ought, generally, to revert to the normal. It is necessary nevertheless, that financial measures should be taken in the country to cope with a possible difficulty in the rapid liquidation at satisfactory prices of our abundant production of very valuable raw material.

PROHIBITION OF IMPORT OF BOOTS AND SHOES INTO SOUTH AFRICA

Mr. W. J. Egan, Canadian Government Trade Commissioner, Cape Town, South Africa, writes under date May 13 that the position there regarding the import of boots and shoes is a very peculiar one. During the war a considerable effort in manufacture of boots and shoes was made, and as a result the manufacturers of this country have been pressing for an increased tariff of 20 per cent on the import of boots and shoes, which would have made a 40 per cent import duty. The Government did not see its way clear, on account of conditions generally, to impose this duty. They have compromised by putting into effect, until the end of this year, a prohibition on boots and shoes into the Union of South Africa, except under license. Already the price of boots and shoes have jumped 10s. to 15s. a pair higher; the retailers, who hold big stocks, are more likely to profit by this prohibition impost than the manufacturer.

It is a question how the prohibition will work. At present any importer buying from sample must submit samples to the Commissioner of Customs, or his appointed official; then the Commissioner calls in the representative of the manufacturers, and if the manufacturers declare that they can make a similar boot, no matter at what price, it is supposed that the license will not be granted. In other words, the idea is that the only impost will be on a boot or shoe which the manufacturers of this country cannot produce.

Inquiries were made as to the effect of the law on goods already on order, and I am advised by the Commissioner of Customs that the only exception is for shipments under way,—that is, on the water on May 10 last. Orders booked some time ago will have to secure a permit of import.

In my opinion, this prohibition will not affect our exports to South Africa to any extent, as owing to conditions during the past six or eight months, the boot and shoe agencies for Canadian firms arranged out here have not had any opportunity to secure very much in the shape of future orders. This has been accentuated by the fact that English manufacturers were consigning to their South African agents great quantities of boots and shoes to be sold by them to the best possible advantage.

PROPOSED TARIFF CHANGES IN SWEDEN

A Government bill was recently introduced into the Riksdag providing for a provisional increase in the rates of customs duty on certain industrial products on importation into Sweden.

The Bill proposes that the specific duties on a large number of goods shall be increased by 100 per cent, and that the ad valorem duties on certain other goods shall be increased by 30 per cent, as from a date to be fixed by Royal Decree, and that these increased duties shall remain in force until further notice, but at the latest until July 1, 1922. The goods in respect of which the duties are proposed to be increased are specified in lists which were published in the *Board of Trade Journal* for June 2, in which the rates of duty at present in force are also quoted for convenience of reference. Copies of the *Board of Trade Journal* referred to are on file at the Department of Trade and Commerce, Ottawa, where the rates of duty may be consulted by interested Canadian manufacturers on application to the Director, Commercial Intelligence Service.

SHRINKAGE IN DEMAND FOR TIMBER IN THE UNITED KINGDOM

Timber merchants fully expected that lower prices would stimulate the demand from the large consuming industries, but so far their hopes have not been realized, says the *Times Trade Supplement*.

The building industry is the largest consumer of timber. The furniture industry is buying only small quantities, though prices have fallen, and owing to the ship joiners' strike similar conditions prevail in the shipbuilding trade, in which many soft and hard woods are used for decking and joinery work and furniture woods for interior fittings.

This shrinkage of demand is having a very unhealthy effect on the timber market, with the result that to obtain ready money considerable sales continue to be made at the public auctions, at which the prices realized are much below cost of import. Trade cannot be continued for any length of time in such circumstances, but influences are at work which might bring the market into a position more satisfactory to holders.

There is a heavy stock of timber in the country, including a large proportion of low-grade material, and should the coal famine last much longer it is likely that a call will be made on the very low qualities of wood for fuel requirements, thus ridding the market of unwanted stock. Imports of building woods in April showed a pronounced decrease compared with the same month in previous years. Importers, with heavy stocks on their hands and faced by the high rates demanded by Scandinavian exporters, have purchased very sparingly. Finnish shippers have not shown such a determined attitude on the question of prices, and other countries who are anxious to do business with this country may help to keep us well supplied with wood until Swedish exporters modify their views.

Judging from the present nervous state of the spot market in this country it would appear that merchants are by no means sanguine that the Swedish shippers and their bankers will be able to carry out their policy of keeping timber out of the market.

DEPRESSION IN BELFAST LINEN INDUSTRY

Perhaps the interests of no great industrial community are more closely interwoven with a single industry than are those of Belfast and the surrounding country with the linen industry in all its ramifications, ranging from flax production to the manufactured article, writes Consul William P. Kent, Belfast, in the *United States Commerce Reports*.

It has been the custom of most farmers to produce some flax. Its production is costly compared with other crops of the section of country in which it best flourishes, and the margin of profit at most times has been close. There are between 100 and 200 factories in this district engaged in the production of linens in different forms, employing capital running into many millions of dollars. It is said that 350,000 people in Ulster subsist directly or indirectly through the linen industry.

INDUSTRY FACING A PERIOD OF LIQUIDATION

The linen industry is at present going through a period of great depression, which has continued since the autumn of last year. The outlook for its improvement in the near future does not seem hopeful. Many factories have closed down, while the remainder are in operation only two or three days a week. The operatives are paid by their employers a proportionate wage and the remainder of their subsistence is supplied by the Government under the unemployment acts.

The conditions that have led to the depression of the linen industry and that confront it in the future are twofold. Coincident with a period following the war, great prosperity prevailed, shortage of raw material had not appeared, while the abundance of money and the readiness to spend it for articles of luxury was manifest on the part of purchasers, with a consequent inflation of values. A period of liquidation has followed, and, coincident with this, an unwillingness on the part of consumers to pay fancy prices for the stocks bought or produced at inflated costs.

For the future the industry is confronted by a world-wide shortage of flax. Ulster producers of linens see no way in which they can remedy the shortage in importations of flax from Russia and other countries and overcome the unwillingness of local producers to risk their capital in its production.

LAST YEAR'S CROP

The linen industry is in no more danger of extinction than is the cotton industry; it will revive with the general improvement in the world's trade. There are signs of revival even now; and when the demand sets in the question of the supply of flax will become clamant.

THE QUESTION OF FLAX SUPPLY VITAL

The moment that trade revives and the demand for linen sets in the question of the flax supply will become a vital factor. It is of the first importance that an adequate supply should be insured, and the situation is not favourable to this, for the prospect is that there will be a great shrinkage in the sowing of flax this year. The Ulster farmers have been more inclined to sow flax this year than have been the farmers in Belgium, France, and Holland; there is a general movement among them all to drop flax cultivation.

Flaxseed is cheaper than it has been, yet little buying of it has been reported. March and April are the months for sowing. Other farm crops have fallen in price, consonant with that of flax. Even if the Irish farmer produces 5,000 tons of flax this year, this amount, with the 5,000 tons still available from last season's crop, will do little in meeting the manufacture of linen—not until October next, but until October, 1922. This total stock of 10,000 tons works out at only 526 tons per month for the next 19 months.

INVOICE REQUIREMENTS AND CUSTOMS REGULATIONS OF THE STRAITS SETTLEMENTS

The following information is taken from memoranda prepared by the heads of certain Government departments in the Straits Settlements, and forwarded by the Colonial Secretary's Office, Singapore:

There are no customs authorities in the Straits Settlements. Trade is carried on freely without any duties except in the case of liquors and tobacco, which are under control of the Superintendent of Government Monopolies, and petroleum, the duties for which are collected by the Treasurer. The Government has also the monopoly of opium.

LIQUORS AND TOBACCOS

With respect to liquors, invoices should contain precise information as to their nature, quantity, and alcoholic strength. Invoices covering shipments of tobacco should give full particulars as to the kind of tobacco, weight, and, in the case of cigars and cigarettes, the number of each brand should be stated. The value per pound should also be given. Particulars as stated are also required in case of consignments of liquors and tobacco for transshipment. There are also regulations requiring that intoxicating liquor offered for sale should be labelled in a manner that will show the nature of the liquor, name and address of manufacturer, and country of origin.

DESCRIPTION ON INVOICES

An importer of any kind of goods is required to submit an entry under the Registration of Imports and Exports Ordinance, which calls for a declaration containing description of article, number of packages, quantity or weight, and value. In order that importers may be in a position to fill out their import declarations, Canadian exporters should show the information called for on invoices covering goods shipped to Straits Settlements.

Certificates of origin are not called for except in the case of dyestuffs, which are prohibited to be imported unless of British manufacture. Control is also exercised over the import of certain drugs and appliances, fire-arms, and ammunition. (See regulations on postal packages below).

MERCHANDISE MARKS LAWS

There is a law in operation respecting fraudulent marks on merchandise. The purpose of this act is to prevent misleading or false trade description of goods. "Trade description" in the act refers to number, quantity, measure, gauge, or weight of goods; place or country of production; mode of manufacture or producing; material of which goods are composed; goods being subject to existing patent, privilege, or copyright; degrees of fineness of gold and silver goods; or the use of any figure, word, or mark commonly taken to be an indication of any of these matters. The trade description must not be false in a material respect as regards the goods to which it is applied.

PARCELS SENT BY POST

The following regulations are laid down respecting parcels received by post Letters, spirits, bhang; coin or bullion exceeding \$50 (£10) in value, are prohibited Unless addressed to the Principal Civil Medical Officer, Straits Settlements, opium, morphia, morphine, cocaine, hypodermic syringes and other instruments or parts of instruments for hypodermic injection, including hypodermic needles, are also prohibited. Importers of fire-arms and ammunition must present a permit from the Colonial Secretary in Singapore, from the Resident Councillor in Penang, or from the Resident in Malacca or Labuan. Coin, bullion, articles of gold or silver or other precious articles can be sent only if insured. Parcels received for delivery in the Straits Settlements which contravene this regulation will be compulsorily insured, the insurance fee being collected from the addressee. Parcels containing tobacco, cigarettes and cigars are inspected by the Monopolies Department and the duty assessed before delivery. The brand and net weight of tobacco, and the number of cigarettes or cigars should be stated on the Customs declaration.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JUNE 15, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending June 15. Those for the week ending June 8 are also given for the sake of comparison:—

		Parity.	Week ending June 8,	Week ending June 15,
			1921	1921
Britain.. . . .	£	1.00	\$4.86	\$4.2079
France.. . . .	Fr.	1.	.193	.0881
Italy.. . . .	Lira	1.	.193	.0531
Holland.. . . .	Florin	1.	.403	.3703
Belgium.. . . .	Fr.	1.	.133	.0881
Spain.. . . .	Pes.	1.	.133	.1445
Portugal.. . . .	Esc.	1.	1.08	.1316
Switzerland.. . . .	Fr.	1.	.193	.1901
Germany.. . . .	Mk.	1.	.238	.0165
Greece.. . . .	Dr.	1.	.193	.0672
Norway.. . . .	Kr.	1.	.268	.1657
Sweden.. . . .	Kr.	1.	.268	.2506
Denmark.. . . .	Kr.	1.	.268	.1938
Japan.. . . .	Yen	1.	.498	.5435
India.. . . .	R.	1.	2s.	.2801
United States.. . . .	\$	1.	\$1.00	1.1206
Argentina.. . . .	Pes.	1.	.965	.8501
Brazil.. . . .	Mil.	1.	.3245	.1428
Roumania.. . . .	Lei	1.	.193	.0180
Jamaica.. . . .	£	1.	4.86	4.2919
Shanghai, China.. . . .	Tael	1.	.631	.7536
Batavia, Java.. . . .	Guilder	1.	.402	.3838
Singapore, Straits Settlements.. . . .	\$	1.	.49	.5182
Barbados.. . . .	\$	1.	1.	.88 $\frac{1}{2}$ —91 $\frac{1}{2}$
British Guiana.. . . .	\$	1.	1.	.88 $\frac{1}{2}$ —91 $\frac{1}{2}$
Trinidad.. . . .	\$	1.	1.	.88 $\frac{1}{2}$ —91 $\frac{1}{2}$
Dominica.. . . .	\$	1.	1.	.88 $\frac{1}{2}$ —91 $\frac{1}{2}$
Grenada.. . . .	\$	1.	1.	.88 $\frac{1}{2}$ —91 $\frac{1}{2}$
St. Kitts.. . . .	\$	1.	1.	.88 $\frac{1}{2}$ —91 $\frac{1}{2}$
St. Lucia.. . . .	\$	1.	1.	.88 $\frac{1}{2}$ —91 $\frac{1}{2}$
St. Vincent.. . . .	\$	1.	1.	.88 $\frac{1}{2}$ —91 $\frac{1}{2}$
Tobago.. . . .	\$	1.	1.	.88 $\frac{1}{2}$ —91 $\frac{1}{2}$

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, MONTREAL, WINNIPEG, AMHERST, N.S., and VANCOUVER, or THE SECRETARY OF THE BOARD OF TRADE AT TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, MOOSEJAW, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, NEW WESTMINSTER, B.C., SYDNEY (CAPE BRETON), GUELPH, PETERBOROUGH, ST. MARY'S, ONT., CHAMBER OF COMMERCE DE MONTREAL, THE LONDON, ONT., CHAMBER OF COMMERCE, THE STRATFORD CHAMBER OF COMMERCE, THE BORDER CHAMBER OF COMMERCE, WINDSOR, ONT., ST. CATHARINES CHAMBER OF COMMERCE, BRANTFORD CHAMBER OF COMMERCE, BELLEVILLE CHAMBER OF COMMERCE, KITCHENER MANUFACTURERS' ASSOCIATION, AND THE WOODSTOCK BOARD OF TRADE.

3177. Cuban agency for wheat flour.—An old-established commission merchant of Havana, of British nationality, wishes to obtain agency and representation for Cuba of Canadian manufacturers of wheat flour.

3178. **Compressed fibre board.**—A large and old-established firm of lumber merchants in Lima, Peru, are interested in obtaining agencies of Canadian manufacturers of compressed fibre board. Considerable sale is anticipated for this class of material, as it is suitable in Peru for outside use.

3179. **Motor cloth.**—A New York firm of exporters and importers desire to be placed in touch with Canadian manufacturers of motor cloth. This material is cotton duck or drill enamelled to imitate leather.

3180. **Chairs in k.d.s.**—The Haifa (Palestine) branch of a trade corporation operating in the East and Africa ask, through their London headquarters, to be placed in touch with Canadian manufacturers of chairs in a k.d. state. The chairs would be required to be packed in cases, each containing 2 dozen k.d. flat for export, complete with bolts and nuts. Chairs to be painted black and buyer to have the option of taking either solid or perforated seats. Illustrations of chairs with directions as to putting together of same may be had on application to the Commercial Intelligence Branch, Department of Trade and Commerce.

3181. **Mexican agency.**—Firm in Mexico representing a number of British engineering houses are anxious to be placed in touch with Canadian manufacturers of engineering supplies, including cement, electrical fittings, electric wire and cables, asbestos goods, asbestos packing, graphite and graphite packing. Would also consider representation of Canadian paper manufacturers.

3182. **Miscellaneous products.**—A New York firm of exporters and manufacturers' agents, with branches in Great Britain, Continental Europe, throughout the East and South Africa, are anxious to procure the representation of Canadian firms exporting small hardware, drugs, chemicals, and foodstuffs.

MOTOR TRANSPORT AND TRACTION FOR SOUTH AFRICAN FARMERS

A factor in the development of the farming industry of South Africa is the question of transport, states the report of the Land and Agricultural bank of South Africa for the year 1920. Taken as a whole, the railways serve the purpose of main arteries, but there should be feeders whereby farmers can be brought into easy contact with the railway. The state of the country, both financially and geographically, does not in many instances justify the construction of new railways, but there is no reason why the making of good roads and the building of bridges over drifts frequently impassable in summer should not receive more attention. It is not much use for the farmer to raise crops if his work is to be lost owing to lack of transport facilities.

Motor traction is of great importance to the farmer, both in the transport of his produce and in the tilling of his soil. From the earliest times the South African farmer has relied almost entirely on the ox for all heavy tractive purposes. Where large stock thrive and grass is available, the ox provides a cheap form of transport, but the farmer who breeds cattle does not usually do much cultivation, so that motor traction does not make a strong appeal to him.

The agriculturist, however, is always faced with the difficulty of finishing his ploughing at the most opportune time; and if his produce is of a perishable nature, quick transport to the railhead is of pressing importance. Mechanical traction should also appeal to him, but he is chary of adopting it because of the initial cost of tractors, the high cost and difficulty of obtaining fuel, and the cost of spares.

SHIPPING SERVICES BETWEEN MONTREAL AND ITALIAN PORTS

Mr. W. McL. Clarke, Canadian Government Trade Commissioner in Milan, writes that direct steamship connections between Montreal and Naples and Genoa are to be established this year, thanks to successful negotiations between the Canadian Pacific Railway and the Navigazione Generale Italiana. The information which Mr. Clarke conveys is confirmed by the offices of the Canadian Pacific Ocean Services, Limited, in Montreal. The Canadian Pacific have purchased a ship specially

for the service to be known as the *Montreal*, with a tonnage of 9,500, and dimensions, length 475 feet, breadth 55 feet. The Navigazione Generale Italiana will also consign a ship to the service, and other steamers will be placed in commission as circumstances warrant.

It is expected that the first sailing from Montreal will be some time in the latter part of July or during the early part of August.

Mr. Clarke in sending notification of the opening of this service strongly urges that Canadian exporters should avail themselves of it, not only in endeavouring to consign freight thereon and thereby developing the foreign trade, but also in coming over to Italy and investigating the market at close hand. Unless unforeseen contingencies arise, Mr. Clarke regards the Italian market as absolutely safe for Canadian traders.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

TO LIVERPOOL.—*Canadian Conqueror*, Canadian Government Merchant Marine, Ltd., about June 24; *Victorian*, Canadian Pacific Ocean Services, Ltd., about June 24; *Vedic*, White Star-Dominion Line, about June 25; *Bilbster*, Canada Steamship Lines, Ltd., about June 25; *City of London*, White Star-Dominion Line, about June 29; *Melita*, Canadian Pacific Ocean Services, Ltd., about July 1; *Canada*, White Star-Dominion Line, about July 2; *Tamaqua*, Furness Line, about July 7; *Hoerda*, Canadian Steamship Lines, Ltd., about July 7; *Minnedosa*, Canadian Pacific Ocean Services, Ltd., about July 8; *Porsanger*, Canada Steamship Lines, Ltd., agents, about July 12; *Metagama*, Canadian Pacific Ocean Services, Ltd., about July 15.

TO LONDON.—*Canadian Raider*, Canadian Government Merchant Marine, Ltd., about June 22; *Verbania*, Cunard Line, about June 24; *Dunbridge*, Canadian Pacific Ocean Services, Ltd., about June 30; *Sicilian*, Canadian Pacific Ocean Services, Ltd., about July 9; *Bolingbroke*, Canadian Pacific Ocean Services, Ltd., about July 16.

TO GLASGOW.—*Canadian Aviator*, Canadian Government Merchant Marine, Ltd., about June 24; *Tunisian*, Canadian Pacific Ocean Services, Ltd., about July 2; *Cassandra*, Anchor-Donaldson Line, about July 2; *Pretorian*, Canadian Pacific Ocean Services, Ltd., about July 24.

TO CARDIFF AND SWANSEA.—*Canadian Hunter*, Canadian Government Merchant Marine, Ltd., about June 25.

TO HULL.—A steamer, Furness Line, late June.

TO NEWCASTLE-ON-TYNE.—*Cairnmona*, Cairns-Thomson Line, about July 3.

TO AVONMOUTH DOCK.—*Cornishman*, Dominion Line, about June 23; *Orthia*, Cunard Line, about June 25; *Bothwell*, Canadian Pacific Ocean Services, Ltd., about July 15.

TO MANCHESTER.—*Manchester Merchant*, Manchester Liners, about July 2.

TO BELFAST.—*Kenbane Head*, Head Line, about June 30.

TO DUBLIN.—*Lord Antrim*, Head Line, about June 30; *Kenbane Head*, Head Line, about June 30.

TO SOUTHAMPTON.—*Corsican*, Canadian Pacific Ocean Services, Ltd., about June 30.

TO LEITH.—*Cairndhu*, Cairns-Thomson Line, about June 26; *Cairnmona*, Cairns-Thomson Line, about July 2.

TO ROTTERDAM.—*Mercer Victory*, Rogers & Webb Line, about June 26; *Fanad Head*, Head Line, about June 30.

TO HAVRE.—*Sicilian*, Canadian Pacific Ocean Services, Ltd., about July 9.

TO BORDEAUX.—*Kamarima*, Francanda Line, about June 25.

TO NORWEGIAN PORTS.—*Drammensfjord*, Norwegian-American Line (Canadian Pacific Railway, agents), about June 25.

TO HAMBURG.—*Fanad Head*, Head Line, about June 30.

TO ANTWERP.—*Mercer Victory*, Rogers & Webb Line, about June 26; *Corsican*, Canadian Pacific Ocean Services, Ltd., about June 30.

TO SOUTH AFRICA (Cape Town, Port Elizabeth, East London, Durban and Delagoa Bay).—*Benguela*, Elder-Dempster Line, about June 25.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Durham*, New Zealand Shipping Co., Ltd., about June 15; *Canadian Commander*, Canadian Government Merchant Marine, Ltd., about June 25.

TO RIO JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Canadian Explorer*, Canadian Government Merchant Marine, Ltd., about June 23; *Halesius*, Houston Lines, about June 25.

TO ST. JOHN'S (NFLD.).—*Manoa*, Canada Steamship Lines, Ltd., about June 28; *Mapledawn*, Canada Steamship Lines, Ltd., about July 4.

TO INDIA AND FAR EASTERN PORTS.—*Hyanthes*, Houston Lines, about June 28; a steamer, Ellerman-Bucknalls, about June 30; *Canadian Pioneer*, Canadian Government Merchant Marine, Ltd., about July 11.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Gunner*, Canadian Government Merchant Marine, Ltd., about June 21.

From Quebec

TO LIVERPOOL.—*Empress of France*, Canadian Pacific Ocean Services, Ltd., about June 21; *Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about July 5; *Empress of France*, Canadian Pacific Ocean Services, Ltd., about July 19.

From Halifax

TO BRITISH WEST INDIES.—*Chignecto*, Royal Mail Steam Packet Company, about June 10.

TO ST. JOHN'S (NFLD.).—*Rosalind*, Red Cross Line, about June 21.

TO WEST COAST NEWFOUNDLAND.—*Stella Maris*, Farquhar & Co., Ltd., about June 29.

From North Sydney

TO ST. JOHN'S, NEWFOUNDLAND.—*Sable I.*, Farquhar & Co., Ltd., every Saturday.

From Charlottetown, P.E.I.

TO NEWFOUNDLAND.—*Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about June 22.

From Vancouver, B.C.

TO MONTREAL.—*Canadian Voyageur*, Canadian Government Merchant Marine, Ltd., about June 30.

TO HONOLULU, SUVA, AUCKLAND, AND SYDNEY.—*Niagara*, Canadian-Australasian Royal Mail Line, about July 9.

TO NEW ZEALAND AND AUSTRALIA.—*Waikawa*, Canadian-Australasian Royal Mail Line, July 18.

TO SYDNEY, MELBOURNE, AND AUCKLAND.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about June 25.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia*, Canadian Pacific Railway (Ocean Traffic), about June 23.

TO KOBE, SHANGHAI, TAKU BAR.—*Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about July 20.

TO KOBE, TAKU, SHANGHAI, HONG KONG, AND MANILA.—*Bessie Dollar*, Robert Dollar Line, about July 27.

TO YOKOHAMA AND KOBE.—*Genoa Maru*, Nippon Yusen Kaisha, about June 22.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, Canadian Pacific Ocean Services, Ltd., about July 16; *Empress of Japan*, Canadian Pacific Ocean Services, Ltd., about August 11.

TO YOKOHAMA, KOBE, MANILA, AND HONG KONG.—*Teucer*, Blue Funnel Line, about June 25.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Mexico:

Mexico, British Consul General.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

**LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE
DEPARTMENT OF TRADE AND COMMERCE**

(Revised to April 1, 1921)

NOTE.—Applications for copies should be addressed to the Deputy Minister, Department of Trade and Commerce, Ottawa, except as otherwise stated.

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Inspection of Water Meters Act (d). Lead Bounties Act. Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d). Zinc Bounties Act.

**LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF
TRADE AND COMMERCE. (CURRENT).**

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
List of Licensed Elevators, etc.
Patent Office Record (Weekly) (a).
Weekly Bulletin, containing Reports of Trade Commissioners and other Commercial Information.
Annual Report of Weights and Measures, Electricity and Gas (d).

(MISCELLANEOUS)

Canada and the British West Indies (1915). (Out of print).
Canada the Country of the Twentieth Century (1915). (Out of print).
Canadian Economic Commission to Siberia (1919).
Canada-West Indies Conference (1920).
Dominion Grain Research Laboratory (1920).
Grain Inspection in Canada (1914).
German War and Its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
Report of Special Trade Commission to Great Britain, France and Italy—
(French and English), (1916).
Rules and Forms of the Canadian Patent Office (a).
Rules and Regulations made by the Board of Grain Commissioners.
Russian Trade (1916).
Trade after the War (1916).
Timber Import Trade of Australia (1917).
Trade between Canada and the British West India Colonies (1920).
Trade with China and Japan (1914).
Trading with Egypt (1921). (Price outside Canada, 35 cents).
Trade with Greece (1921).
Trade with South China (1918).
Trading with Spain (1920).
Mexico as a Field for Exports (1921). (Price outside Canada, 35 cents).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom (1918).
Toy Making in Canada, 1916.

PUBLICATIONS OF THE BUREAU OF STATISTICS (c).

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list see note (c).
Census of Canada (1911). VI Vols., Bulletins, etc.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital, (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal, prices, etc.

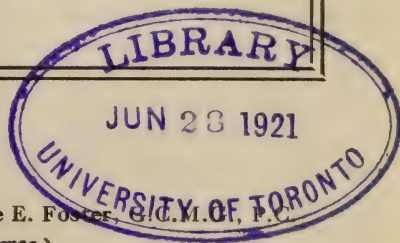
NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to: Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Application should be addressed to: Director, Weights and Measures Service, Ottawa.

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE
CANADA

Reciprocal Trade between Britain and Canada
Canadian Exports to South American Countries
Prospects for Canadian Frozen Fish in England
Defective Packing of Eggs for British Market
Canadian Facilities for Banking in West Africa
Condition of Boot and Shoe Market in Belgium
Suggestions in Packing for Export to France
Linen Manufactures in the State of Victoria
Trade Inquiries for : Boots ; Auto Accessories ;
Farm Implements ; Timber ; Foodstuffs ; etc.



Published by Authority of the Rt. Hon. Sir George E. Foster, *P.C., M.C., F.R.S.*
(*Minister of Trade and Commerce.*)

OTTAWA

THOMAS MULVEY

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1921

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WEEKLY BULLETIN

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RECIPROCAL TRADE WITH CANADA

CONTRIBUTED BY SIR PETER RYLANDS, PRESIDENT OF THE FEDERATION OF BRITISH INDUSTRIES

It would not be difficult to adduce a multitude of reasons why the extension of trade relations between the United Kingdom and Canada should be encouraged. At the same time, in the space of a short article it is not possible to go with any accuracy into details, and for this reason I should prefer to consider the question in a general way.

The great test for international trade is whether it benefits equally both parties to it. It is obvious that no recommendation exists for promoting trade relations between two nations which will benefit one country at the expense of the other. Happily, in the present case, such a consideration does not arise. The strengthening of the commercial ties binding the United Kingdom and Canada is not only desirable but necessary to the continued prosperity of the two countries. The briefest review of the position from the English and Canadian standpoint demonstrates this.

In the first place, the United Kingdom needs Canadian products. This small, densely populated, highly organized industrial community of the British Isles is dependent upon supplies from overseas, both for the raw and semi-manufactured materials, to keep its factories working, and for food for its 50,000,000 inhabitants. As one of the world's workshops, Great Britain can never hope to supply her own requirements, either in the way of food or raw materials. She produces not the necessities of life, but manufactured articles, which she gives in exchange for these necessities. The latter must be imported from abroad.

If Great Britain is one of the world's workshops, the north of England and the Clyde district may be called the workshop of Great Britain. Nowhere else in the British Isles, with the possible exception of the Black country and South Wales, does industrial activity reach such a degree of intensity as it does in the northern part of England and the southwest of Scotland. For mile after mile town touches town and factory touches factory. Yet the steel works of Sheffield, the shipyards of the Tyne and the Clyde, the wool factories of Bradford, the cotton looms of Lancashire—to name but a few of the great industries of the north of England and southwest Scotland—cannot exist without a supply of raw materials from abroad.

Canada, one of the world's greatest existing granaries, is in a position not only to supply food for the teeming population of industrial Britain, but to a large degree those raw materials of which the industries of the north stand in need. The Dominion is one of the richest potential sources of minerals and timber. Her vast natural wealth in iron, lead, copper and silver, is still, to all intents and purposes, unexploited. She is already the world's largest producer of nickel, corundum and asbestos, while her wealth in timber is larger than that of any other country in the world.

All these products are needed by Great Britain. From what source could they be more conveniently obtained than from Canada, which of all the countries within the Empire is within easiest touch of the great west coast ports, such as Manchester, Glasgow and Liverpool. The United Kingdom must pay her bill for food and raw materials by exporting her manufactured articles, of which Canada, as a country still relatively undeveloped, stands in need.

This raises the second point, that Canada needs English goods and English capital for her development. The industrial prosperity of Canada will depend upon

her successful resistance to foreign competition, which may be confidently expected to become increasingly fierce as the years go on. Standing alone, the danger exists that the growing industries of the Dominion may be swamped by the activities of her competitors. This danger may be appreciably minimized by the British Empire presenting a united front to competition from outside it. The Empire is able to do this owing to the fact that it is in reality an economic entity; in other words—the requirements either in raw materials, foodstuffs, or manufactured goods of one part of the Empire can in almost every case be supplied from some other member within the Imperial comity. Everything that can be done to strengthen inter-Imperial commerce must react to the benefit of Canada.

Any increase in the exchange of goods between the United Kingdom and Canada will make for a better understanding and better relations, but manufacturers in Great Britain can also help in the development of the Dominion by investing capital in Canada. One of the most important ways by which this can be affected is by the erection of British factories there. The United States has already recognized the importance of such action and it is significant that in 1919, in the city of Toronto alone, twenty-one American branch factories were opened as against one British. In fact, it is only to be expected that the United States, favoured as she is by her geographical juxtaposition, will do everything in her power to exploit the great riches of the Dominion.

Difficult though it may be at the present moment for industrialists in the United Kingdom to find the capital necessary for opening up works in Canada, it should not be lost sight of that the chance of securing a share for the United Kingdom in the great industrial future of Canada, which exists to-day, may be gone to-morrow.

From both standpoints, therefore, it is to the best interest of both nations that every effort should be made to strengthen the commercial ties between them.

The Federation of British Industries, of which I have the honour to be President, has for one of its main objects the furtherance of inter-Imperial trade. Established as the representative body of manufacturers in Great Britain, the Federation is not merely a national, but an Empire-wide organization, all firms located on British soil and supplied with British capital being eligible for membership in contradistinction to those of foreign nationality.

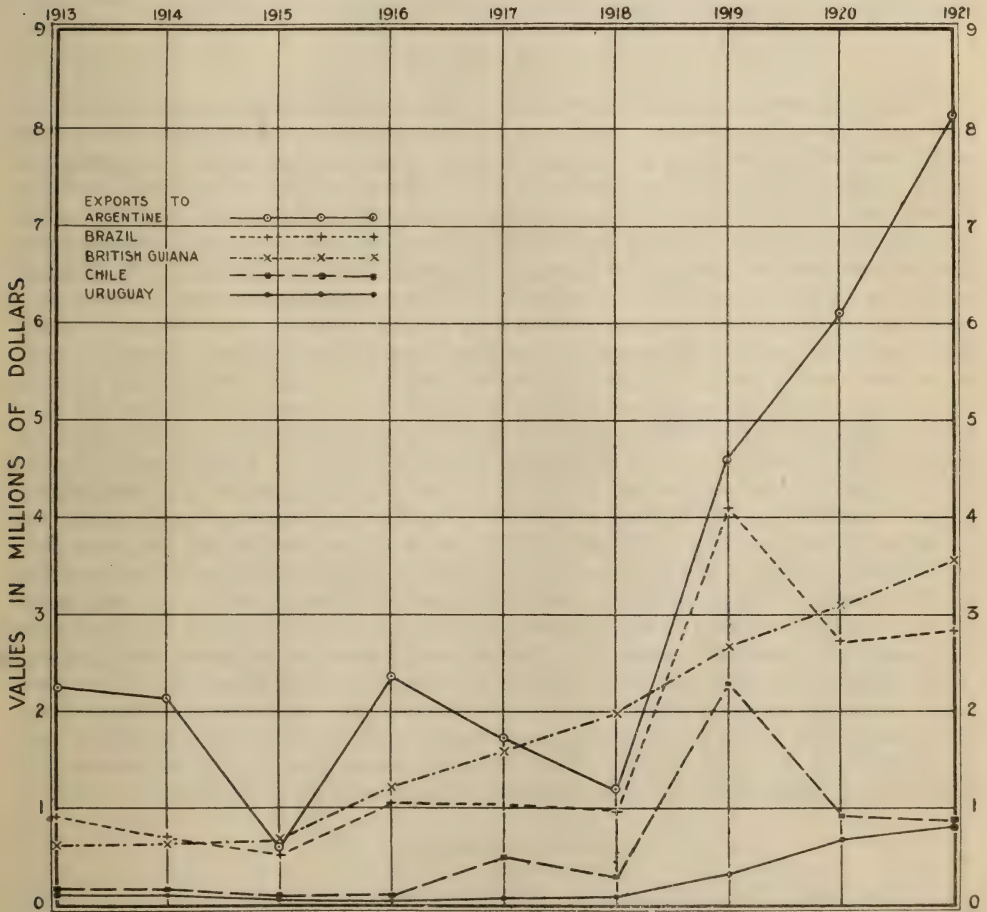
One of the main activities of the overseas organization of this federation is providing assistance to visitors to Great Britain from overseas. I should like to take this opportunity of extending to any Canadian business men who may be visiting London at any time, a cordial invitation to call at the Federation's head offices at 30 St. James's street, London, S.W.1. All possible assistance will be given to further the objects of their visit, and while no fee or charge of any kind is made, no effort will be spared to place the resources of the Federation at their service, not only in the head office, but through its district secretaries in charge of the branch offices which are located in some twenty of the larger provincial towns throughout England and Scotland.

CANADA'S EXPORTS TO CERTAIN SOUTH AMERICAN COUNTRIES, 1913-21

In continuation of the series of graphs dealing with Canadian exports to foreign countries, the first of which appeared in *Weekly Bulletin* No. 906, and dealt with Canadian exports to the principal European countries, this week a graph is shown below showing Canadian exports to certain South American countries. A glance will bring home the fact how much our trade is expanding with the Argentine Republic, the principal market for Canadian exports on this continent. For the last two years the steady increase of exports to British Guiana has taken the second place, superseding our Brazilian exports owing to a slump in that market. Trade with Chile reached a peak point in 1919, but owing to excessive buying in that area, as in other South American countries, there has been a decline for the last two years. On the other hand, our trade with Uruguay has, since 1916, shown a small

but steady augmentation. In order not to burden the graph with an excess of lines, and further owing to the low range at present of our exports with the remaining South American Republics, it has not been deemed necessary to include them in the graph.

However, it may be interesting to briefly summarize the main facts in regard to these markets. Our trade with Peru has largely increased. In 1913 this market only bought \$11,120, while last year it purchased \$614,472. Our trade with Venezuela, which fell off considerably in 1919, owing to depression in the southern continent, showed a very strong revival last year, and during the past fiscal year amounted to \$278,541. Among the other republics should be included Colombia, which buys now very nearly six times as much in dollars as in the first year of the war. For the last fiscal year ending March 31, 1921, Canada exported to that country \$149,841; to Dutch Guiana \$135,427; to Bolivia \$126,924; to Ecuador \$34,390; while at present, with regard to Paraguay, no returns are listed, the trade there being nil.



IMPORT REGULATIONS OF CZECHO-SLOVAKIA

A letter from the Czecho-Slovak Consulate, New York, states that neither consular invoices nor other documents of a special kind are necessary in the case of exporting goods to Czecho-Slovakia. The letter goes on to say that no goods can be imported into Czecho-Slovakia without a permit from the Foreign Trade Department of the Ministry of Commerce.

PROSPECTS FOR CANADIAN FROZEN FISH ON THE BRITISH MARKET

J. FORSYTH SMITH, CANADIAN TRADE COMMISSIONER

Liverpool, June 9, 1921.—The prospects for the sale of Canadian frozen salmon during the season from June to September, 1921, are not particularly promising, as there are much more plentiful supplies of Scotch and English salmon available than there were last year. British Columbia frozen salmon have been selling, wholesale, on this market since the first of the year, at prices ranging from 1s. 2d. to 1s. 6d. per lb., in case lots. New Brunswick salmon is now coming forward, and, while the demand will be fairly good, the best that can be hoped for is the maintenance of similar prices.

The prospects for frozen halibut are very poor, as there are good supplies of English fresh halibut, supplies of other fresh fish are plentiful, and large consignments of fresh halibut have also been received at eastern ports from Norway.

ADVERTISING NECESSARY

If the export business in frozen salmon on the United Kingdom market is to be developed on an important scale, it will be necessary to undertake advertising propaganda with the object of making it clear to the British public that Canadian frozen salmon, of a quality very little inferior to the fresh fish, can be made available for sale at a reasonable price during the close season from September 1 to February 1. It is during this season, when no Scotch or English salmon is available, that the lack of competition should offer the best opportunity of disposing of considerable quantities to advantage. The obstacle is that the consumer has been educated to regard the salmon supply as depending strictly on the opening of the season for fresh fish, from February 1 to September 1, so that demand automatically ceases as soon as the close season begins. Frozen salmon as a commodity quite separate and distinct from fresh, is not generally and popularly known, and there is no doubt but that much Canadian salmon finds its way into the retail market, and is sold as English or Scottish. The public are quite satisfied as they ask for salmon and get good salmon, but, as soon as the salmon season is over, the demand drops, as the fishmongers can no longer sell it as British, and there is no definite consumer demand for the Canadian frozen product. If steps could be taken to keep the public informed that good Canadian salmon can be procured at attractive prices during the winter months, business would undoubtedly increase. Fishmongers also require to be convinced that it is to their interest to sell Canadian salmon on its own merits. Another point that would have to be considered, in any advertising scheme, is the effect upon demand of the English tendency to regard salmon as essentially a summer fish, to be eaten cold. Grilled salmon, so popular in Canadian hotels and restaurants, is very seldom met with in this country, and a change of custom in this respect would make a very great difference in winter buying. It has been suggested that a fund for propaganda purposes might be raised by exporters and importers in co-operation.

EXISTING PREJUDICE

Undoubtedly, there is a certain amount of natural prejudice against a frozen product. That this is by no means insuperable, however, is clearly shown by the experience of the Australian frozen meat trade, which, although heavily handicapped by this feeling at the start, has now established its products as staple lines, regularly purchased by large sections of the consuming public. One great difficulty exists. This is to secure the general use by distributors of the best methods of thawing out. If the teachings of experience in this regard could be made widely available, the difference between the quality of fresh and frozen fish would be materially decreased.

WEIGHT OF PACKAGES

It is the general opinion of importers that salmon would sell to better advantage if the size of the package were reduced. Cases of 250 to 370-lbs. gross weight are too large to facilitate general distribution. The trade are unanimously of opinion that cases weighing from 150 lbs. to 200 lbs. are the most desirable, and the view has also been strongly expressed that, if it were possible to put up $\frac{1}{2}$ -cwt. packages for the smaller, and 1-cwt. packages for the larger fish, selling in case lots to retailers would be greatly increased, with resulting advantage in delivery condition, and attractiveness to the consumer. At present, owing to the large sizes of the cases, the wholesalers sell the fish out in ones and twos.

GRADING TO SIZE

The present system of packing mixed sizes is not seriously objected to, and it is recognized that it may be a difficult matter to secure a tight pack with fish of uniform size. At the same time, it is pointed out that some markets call for small fish, others for medium sizes, while, for the purpose of smoking, the largest sizes are best, and it is felt that, if the packing difficulty can be overcome, grading to size would undoubtedly be an advantage to distribution. Fish weighing 8 to 14 lbs. find the readiest sale.

The packing of Canadian salmon is considered fairly satisfactory, though some cases from British Columbia are criticized as too flimsy. The New Brunswick case, which is of good solid construction, tongued and grooved, iron-banded at the two ends, and lined with a thick absorbent paper, is very favourably commented on. The double wrapping of each fish, first in white, tough, grease-proof paper, and then in coarser brown paper, is considered very desirable.

SEALING OF FISH

A regulation of the Board of Fisheries provides that every individual salmon sold in the United Kingdom between September 1 and February 1, must be sealed by an official after inspection as proof that it has been imported. This is to render impossible the sale of British fish illegally caught during the close season. Apart from the question of cost and inconvenience, it is claimed that considerable deterioration takes place as a result of the necessary unpacking and unwrapping for inspection and sealing, and it has been suggested that arrangements might be made with the British authorities, whereby an equivalent for the British seals, identifying the fish as Canadian, might be attached to each fish when they are being packed in Canada, thus obviating further action in this connection on this side. Interviews with the trade on the desirability of this, tend to emphasize the fact already mentioned, that much Canadian salmon is not sold on its own merits, but is offered to the public as English or Scotch. Although it is generally agreed that the opening of cases for inspection and sealing results in deterioration, and the trade would be glad to see it done away with on this account, the proposed remedy is rejected because, if any of the fish so dealt with in Canada remained unsold after the opening of the season, the marks of identification would act as a handicap in effecting sales. They could not be sold as British salmon, and would therefore be difficult to dispose of. One of the largest importers in the Liverpool territory, while advocating Canadian sealing, expresses himself in the following qualified terms: "It would be advantageous to arrange to have the seals put on at the point of production, if you could ascertain just how many would be required for the close season. I would say that fish sent across to be sold during the open season would certainly be better unsealed".

CONDITION OF THE CHEMICAL MARKET IN MANCHESTER DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, June 8, 1921.—For the benefit of such firms as have recently expressed a desire to transact business with Manchester importers of chemicals, an authority on the subject has been interviewed with the object of obtaining information regarding the present condition of trade, and current prices.

It is understood that, excepting citric and tartaric acids and cream of tartar, the demand for chemical products is decidedly dull. Consumers are holding very small stocks owing to a number of causes, among them being the general trade slump and the uncertainty of future prices.

There is very little demand for bleaching powder, caustic soda and alkali, either for home consumption or for export. Sulphite of sodium finds few buyers; solid is quoted at \$121.67, and crystals at \$72 per ton (2,240 lbs.). There are also few buyers of white powdered arsenic, bichromates of potash and soda. Nitrate of soda is offering at \$204.40 per ton (2,240 lbs.).

The following are prices of various other chemical products: permanganate of potash .37 cents per lb.; grey acetate of lime, \$60.83 c.i.f., and brown, \$46.23 c.i.f. per ton (2,240 lbs.); nitrate of lead, \$233.60 per ton; and acetic acid, 80 per cent, \$219 per ton. Grey muriate of ammonia is offered from \$170 to \$195 per ton; sulphurs, flowers and rolls stand at about \$68 per ton c.i.f.; and American lump sulphur is being offered at \$34 per ton. Bicarbonate of soda sells at \$46.23 per ton, and borax at \$165.50 per ton. (The tons quoted are in each case the long ton of 2,240 lbs.).

The above prices are, of course, based on the standard \$4.86 $\frac{2}{3}$ to the pound sterling.

BUTTER AND CHEESE PRICES FALLING IN GREAT BRITAIN

TRADE COMMISSIONER J. E. RAY

Manchester, June 4, 1921.—Owing to widespread unemployment there has been a marked decline in the demand for butter during the last few weeks, which has naturally been followed by a fall in prices. At the time of writing, provision dealers are selling certain grades of butter at 1s. 8d. (41 cents) per pound, a price below that asked for margarine a few months ago. Danish is now being retailed at 2s. 3d. (55 cents) per pound, and best Devonshire is offered at 2s. 4d. and 2s. 6d. (57 cents and 61 cents) per pound.

Prices of cheese are also falling, and supplies are plentiful. English Cheshire is retailing at 1s. 9d. (43 cents) per pound, and Dutch Gouda and imported Cheddar are selling at 1s. 4d. to 1s. 6d. (32 cents to 36 cents) per pound.

EMPIRE PRODUCTS EXEMPT FROM "KEY" INDUSTRIES DUTIES IN THE UNITED KINGDOM

A copy of the Safeguarding of Industries Bill recently introduced in the British House of Commons has been forwarded by the Chief Canadian Government Trade Commissioner in the United Kingdom. The proposals embodied in this Bill were summarized in the *Weekly Bulletin*, of June 13, page 945. The Bill provides that goods produced or manufactured in the British Empire shall be exempt from the duties established for the safeguarding of "key" industries. Goods shall be deemed to have been manufactured in the British Empire when they meet the requirements as to origin which govern the application of the Imperial preferential tariff.

PACKING OF EGGS FOR THE BRITISH MARKET

TRADE COMMISSIONER J. E. RAY

Manchester, June 7, 1921.—A number of the largest Manchester importers of eggs were interviewed to-day for the purpose of ascertaining their views regarding the prospects of the market for Canadian eggs in the coming season. Although it is infinitely more pleasant and encouraging to transmit to Canada a eulogy of the quality of its products, your commissioner would not be faithful to either the Canadian exporter or the British importer if he failed to report defects in quality or packing which, if ignored, could only result in serious damage of the commercial interests of the Dominion and the United Kingdom.

Last season the Manchester importers were unfortunate in their transactions with one or two Canadian packers of eggs, serious losses being the result, and they are now insistent upon some guarantee that eggs will be better packed, and shipped with greater care, or they will refuse to handle them.

It is sincerely hoped that the packers in Canada will do everything in their power to establish and to maintain a good name in Manchester which is so important a centre of distribution in the densely populated north of England.

CONDITION OF CROPS IN ENGLAND AND WALES

TRADE COMMISSIONER HARRISON WATSON

London, June 9, 1921.—The time has now arrived when it is advantageous to resume reports upon the progress of the principal crops. The year so far has been an exceptionally dry one, and while the weather remained cold during April, little rain fell, and although May was warm during daytime, it was one of the driest months on record. The Ministry of Agriculture, reporting on the 1st June, states that the effect of these conditions on the crops has varied considerably according to the class of land, but that livestock benefited generally.

The dry weather has best suited *wheat*, which improved generally during May, and the crop is strong and healthy on the whole and promises well.

Winter *oats* look well in most districts, but spring oats and *barley* are very variable. Where sown early these crops generally germinated well and are good healthy plants, but later sown, especially where drilled into a rough seed bed, have come up very irregularly and have been checked from lack of moisture. On the whole barley is less satisfactory than oats. The area under barley is estimated to be somewhat less than last year but that of oats appears to have been increased.

All corn crops, however, required more moisture at the end of May, more especially those on the lighter high-lying lands, and as there has been an almost total absence of rain during the first ten days of June, the position is beginning to cause considerable anxiety.

Beans are a promising crop, having bloomed well, though in some parts of the country they are rather short in the straw; while *peas* are also generally satisfactory.

Potato planting was completed during May, and it is reported that early varieties were frequently damaged by frost towards the end of the month, though not very severely. The crop of early potatoes now being lifted in Cornwall is very satisfactory. The condition of the others as far as can be estimated is regular and healthy, but the area planted is less than the large acreage of 1920.

It is too early to judge about *roots*, but the dry state of the soil has retarded progress.

The warm weather of May caused *hops* to grow quickly, and the bine is strong and forward, but rain is badly needed. It is estimated that the area has been increased in comparison with last year, especially in Kent.

As regards *fruit*, indications are that *apples* are likely to prove by far the best crop of the season. *Plums* and *pears* will be light, and *cherries* from poor to average. *Strauberrries* are expected to give about an average crop, but *currants*, *gooseberries* and other bush fruit look like being light.

Owing to the cold weather of April and the absence of good rains in May, *grass* and *clovers* have not made quick growth, and *hay* crops are expected to be light. At the end of May it was estimated that the yield of hay would be well below the average, seeds' hay being relatively the better crop. The acreage reserved for hay is about the same as last year.

The supply of labour is adequate and there is rather more unemployment among the less experienced workers. Casual labour is abundant in many parts of the country.

BANKING FACILITIES IN WEST AFRICA

The report on the development of trade relations between Canada and Nigeria, which was republished in the Weekly Bulletin Nos. 888 and 889 (January 7 and 14, 1921), drew attention among other things to the banking facilities available in the British West African Colonies. The latest development in this connection is the conclusion of a close working agreement between the Bank of British West Africa, Limited, and the Royal Bank of Canada through the medium of which the services of the African Bank are at the disposal of Canadian firms.

The Bank of British West Africa, Limited, covers a large area and can handle the banking end of our transactions through its branches not only in Gambia, Sierra Leone, Liberia, Togoland, Cameroons, Gold Coast and Ashanti, Nigeria and Fernando Po, but also in Egypt, Morocco and the Canary Islands. The Head Office of the bank is in London, and offices are also in operation in Liverpool, Manchester, Hamburg and New York.

INCREASED DUTIES IN NEWFOUNDLAND

With reference to the article on Newfoundland tariff changes appearing in the *Weekly Bulletin* of June 13, 1921, page 939, Mr. H. W. LeMessurier, Deputy Minister of Customs, Newfoundland, furnishes the following confirmation with some additional information:—

"With regard to the surtax of 25 per cent on duties levied on goods imported, with the exception of spirits on which the surtax is 50 per cent, resolutions have been introduced into the Legislature, but they have not yet been confirmed. The main features of these resolutions provide for a slight change in the duty on sole leather, giving strips or pieces of sole leather the same rate of duty as the side pays, namely, 20 per cent; kerosene oil, which under the late tariff was free when imported in wooden barrels, now pays the same duty as that imported in any other receptacle, namely, 5 cents per gallon; the former surtax of 10 per cent remains and a further surtax of 25 per cent is enacted; thus if duty amounts to \$100, the 10 per cent surtax on the \$100 is \$10, making \$110, and the 25 per cent on that would be \$27.50, making a total duty collected of \$137.50."

ALL WHEAT PRODUCTS FROM CANADA DUTIABLE IN THE UNITED STATES

Wheat products, other than flour and semolina, such as millfeed, exported from Canada to the United States are now subject to duty at 10 per cent, ad valorem under Item 644 of the Tariff Act of 1913. Duties on wheat, wheat flour, and semolina were imposed by the United States Emergency Tariff Act, which was published in the *Weekly Bulletin* of May 30.

AUSTRALIAN TRADE NOTES

C. HARTLETT, OFFICE OF THE CANADIAN TRADE COMMISSIONER

Purchase of Australian Cotton

Melbourne, May 3, 1921.—The Minister of Agriculture for Queensland has announced that the Government has, through the British Cotton Growers' Association, concluded an arrangement whereby the Association guaranteed for five years from 1st January, 1920, a sum of 1s. 6d. (36 cents per pound for Queensland cotton lint of good quality, landed at Liverpool. It is considered that this year's crop will amount to about 400 tons of seed cotton, which would produce about 133 tons of lint and 266 tons of seed.

Australian Wool

Owing to the present low price of wool, which it is contended is below the cost of production, and the difficulty of disposing of the current clips and the accumulations of past years, the advisability of placing an embargo on its export is now being debated in the Australian Parliament. It is considered by the Government that such an embargo, for a short period, would tend to stabilize the market so far as the better qualities of Australian wools are concerned. There is, however, a marked difference of opinion in wool circles as to whether the proposed restriction of exports will have the desired effect.

Price of Australian Wheat

Recent sales of Australian wheat to Germany and Japan at about 7s. 6d. (\$1.82) per bushel have given rise to an agitation for a lower price for home consumption than that arranged between the Commonwealth Wheat Board and the various States towards the end of 1920. The price agreed upon was 9s. (\$2.19) per bushel to remain in force until December 31, 1921. After consideration of all aspects of the case, the board has just announced that it is not prepared to vary the price previously agreed upon. It was considered that in 1920 the Australian consumer was provided throughout the year with wheat at a price much below the world's parity, and that it was unreasonable that growers should now be asked to review the contract because the turn of the market has been downward.

Australian Mail Contracts

The Commonwealth Government has arranged a new contract with the Orient Steam Navigation Company for the carriage of mails between Australia and Great Britain. The arrangement is to commence on the expiration of the present contract on September 30 next, and provides for a monthly service. No particular duration is specified, but the contract is subject to termination on twelve months' notice being given by either party. The service is to be a monthly one, and four of the steamers placed in the service are to be provided with refrigerated chambers, among which the company agrees to employ the new steamer *Ormuz*, a fine vessel formerly owned by Germany, in which special provision is made for carrying a very large quantity of frozen cargo. It is understood that a subsidy of about £220,000 a year is to be paid to the company. Negotiations are also reported to be proceeding with the Peninsular and Oriental Company to establish an alternate monthly service to give regular fortnightly arrivals and departures of mails.

Linen Manufacture in Australia

A company is in progress of formation in the State of Victoria for the purpose of establishing a flax-spinning mill, a linen-weaving factory and bleaching works at Ballarat, an inland city about seventy-five miles from Melbourne.

The capital of the company is to be £150,000, and it is anticipated that the annual output of the mill will be about 2,500,000 yards of material of all descriptions. The spinning mill will consist of seven "systems," each containing 420 spindles, and will be built with a view to further extensions being effected when required. The weaving factory will have double the capacity of the mill to allow of the manufacture also of goods containing a large percentage of cotton and other fibres. According to figures supplied by the Commonwealth Flax Committee, about 2,200 acres of flax are already under cultivation in Victoria alone, and it is estimated that between 3,000 and 4,000 acres will be sown this season. Supplies may also be looked for from New Zealand, where soil and climatic conditions are favourable, and flax is largely grown for seed. As supplies of raw material are assured and a home market is at hand consuming about £1,800,000 worth of linen goods per annum, all of which are at present imported, the undertaking is considered to have every prospect of success.

EMPIRE COTTON GROWING ON THE INCREASE

Mr. J. E. Ray, Canadian Trade Commissioner in Manchester, writes under date June 6 on the report recently issued of the British Cotton Growing Association:—

The British Cotton Growing Association has just issued its 16th annual report in which the estimated growth of cotton in new fields of the British Empire during the last six years is given as follows:—

1915	..	..	..	75,200	bales	(400 lb.)	1918	..	..	..	54,900	bales	(400 lbs.)
1916	..	..	..	78,800	"	"	1919	..	..	..	79,600	"	"
1917	..	..	..	72,600	"	"	1920	..	..	..	105,800	"	"

On the year's working of the association there is a surplus of £56,468. At the end of 1919 the accounts showed a deficit of £57,927 which at the end of 1920 was converted into a surplus of £9,811.

THE BOOT AND SHOE MARKET SITUATION IN BELGIUM

TRADE COMMISSIONER A. STUART BLEAKNEY

Brussels, June 2, 1921.—Belgium is not noted for her boot and shoe industry. In 1919 her imports of boots and shoes exceeded by five times her exports of these products, and in 1920 they were twice as great. The relative decrease in imports and increase in exports shown in the latter year over the former was due to the rehabilitation of old factories and the organization of new factories since the reoccupation of the country. Three of the factories formed in 1920 have a total capitalization of 7,000,000 francs (at par \$1,400,000).

There are some twenty large factories in Belgium, but all told 375 addresses are listed as those of manufacturers. Many of these are, however, small hand *ateliers* with a negligible production.

A group of Belgian boot manufacturers has been formed, with headquarters at 140, rue de Merode, Brussels. The official organ of the group is the *Revue Internationale de l'Industrie du Cuir et de la Chaussure*, but it is mostly devoted to advertising and to reports on the finances of public companies.

EXPORTS TO BELGIUM, 1920

The principal countries selling boots and shoes to Belgium during 1920 were:—

	Francs.
France	9,263,000
United Kingdom	6,423,000
United States	5,161,538
Switzerland	2,067,191
Germany	796,083

In 1915, Canada shipped only \$250 worth to Belgium; otherwise Canadian shoes have not found a market in this country. On the other hand, Belgium shipped only \$347 worth of boots to Canada in 1915. The United States statistics of exports of these goods show that in 1914, \$56,956 worth of men's boots came forward, and only \$15,003 worth of women's boots. It is probable that the present exports to Belgium from that country of half a million dollars are largely in the same proportion.

FAVOURITE TYPES OF BOOTS ON THE MARKET

Men's boots as made in Canada, much more closely approximate to the boots in use here than do women's boots. In general shape of boot, there is not a great deal to distinguish an American or Canadian shoe from a Belgian, although Belgian newsboys selling the Paris edition of the *Chicago Tribune* and *New York Herald* pick out their customers by their boots with perfect success. The American boot is usually more pointed, is longer, and to our eye has more pleasing lines. While many Belgian boots approach these lines closely—indeed some Belgian manufacturers advertise American styles,—yet the shoe in common use here tends more to a type embodying a short toe-cap, with an opening lacing down very far towards the toe, separated from it by a very narrow strip only. These are almost always Balmorals, Richelieus or Derbys, Blutchers coming only in the cheaper shoes.

Below are shown a few illustrations of Belgian boots popular on this market, with retail prices.



1. Richelieu, patent leather, 89 2 francs; in box calf, 95 francs.
2. Balmoral, cloth top, upper, patent, 89 francs; box calf, 95 francs.
3. Balmoral and Derby, box calf, black, very strong, three qualities, 45, 69, 89 francs.



4. Richelieu, box calf, tan, three grades, 69, 79, 99 francs.

5. Cheap Belgian boot, illustrating short toe cap and low lacing.

Another feature of the Belgian shoe is the prevalence of the semi-brogued type (Nos. 3 and 5 in illustrations). The full brogue is not so popular, probably because

it is too heavy. The Belgian is not fond of walking and prefers (in the cities at least), a light shoe. It was noted by the writer that fully 75 per cent of the people who during one half hour passed a given point on a Brussels thoroughfare, wore semi-brogued shoes.

COLOURS AND MODELS

Black is the popular colour for men, the browns and tans not being nearly as much in evidence as in Canada. This may perhaps be traced to the partiality the Belgian has for a formal black suit for business purposes. Where tans appear, they are usually of the darker shades. Button boots are not very common, although cloth tops, mostly black, are fairly frequent. Amongst the older men of the poorer classes, comfortable shoes with military uppers and elastic sides are often seen, and there is a large use of plain leather house slippers amongst the domestic classes. The best grades of men's shoes can be obtained for 130 francs retail. A short time ago they ran as high as 200 francs and more for hand-made shoes. The retailer's gross profit, from evidence gathered, appears to approximate to 100 per cent, and this makes business difficult.

As to women's shoes, there does not appear to be much opportunity for Canadian models, although some styles might be suitable. In the first place, the Belgian heels are very high and of the "Louis" type. Belgian woman will not wear low heels, as they claim it detracts from gracefulness of carriage. Women's shoes are also usually semi-brogued and popular in colours as well as in black. Many of the summer shoes are cut away heavily in front, and the shoe is finished with one or several straps. Another type of shoe very popular is the patent leather, smooth instep, with elastic let-in at the sides, with high heels: these are very much worn. Illustrations of all these types of shoes are on file at the Department of Trade and Commerce, Ottawa, where they may be seen by interested Canadian manufacturers on quoting File No. T.C.-2-102.

The truth is that Belgian styles are so varied that it would be next to impossible for Canadian firms to cater to the trade and imitate Belgian boots, particularly ladies'. The best chance of success would be to endeavour to supply standard men's boots in Canadian styles, more closely approaching those of Belgium.

VIEWS OF IMPORTERS AS TO STYLES, ETC.

An importer here, when interviewed, stated that the American shoes imported in the past were mostly of the raised toe type, and these are what is referred to by the expression *chaussures Américaines*. The type of American shoe in demand at present, stated this importer, is the long narrow last as at present sold in the United States and Canada. This firm would be interested to examine samples and prices sent to this office. See Trade Inquiry No. 3185, page 1043, in this number of the *Weekly Bulletin*.

Another importer interviewed did not agree with the information above given. He stated he had tried to sell American pointed shoes, but without success. He says the Americans are now making what they call the continental shape for exportation. Women's shoes may in the near future become slightly more pointed, but never as pointed as American. A third importer confirmed the opinion that the extreme pointed shoe would not sell in Belgium, and showed a pair of shoes which had been exported from the United States and which had exactly the same appearance as the usual Belgian model.

A fourth importer states that there is absolutely no doubt that the pointed shoe will come into fashion; in fact that it is already coming in. The American firms here have their own representatives. He states that the ordinary Belgian dealer likes to buy stock for his shop from a representative in Belgium and not have to order it from a long way off, with the difficulty of customs, etc. The ordinary dealer

does not buy more than fifty to a hundred pairs at a time. To this latter testimony should be added the fact that an American shoe of a fairly pointed last is selling successfully here in the company's own stores.

A Belgian retail store has just opened on the principal street of Brussels selling "Chaussures à New York." Some of these are quite Americanized. When interviewed the firm declared the pointed models were taking very well, but it was admitted that a large proportion of their customers were American tourists.

From these somewhat conflicting views, it may perhaps be gathered that Canadian lasts approaching the models illustrated in this report would find a certain sale here if prices are right. On the other hand, many Americans are manufacturing specially for the market; and it is a question whether sales would justify such a branching out in Canadian factories. One of the difficulties with Canadian boot and shoe production for export is that they do not manufacture from a sufficient number of lasts in one factory to compete successfully abroad. A judiciously selected model of a continental shoe turned out in mass would be the most likely winner.

PRESENT LOCAL CONDITIONS

In regard to local conditions in the boot industry, these, in common with industry as a whole, are bad. Reports from the principal centres—Mons, La Louvière, Bruges, Ghent, Brussels—showed that in March numerous factories were closed at Mons with others partially closed, large factories discontinuing work at La Louvière to be replaced by small *ateliers*, where the workmen were working independently and experiencing difficulty in disposing of their products. At Bruges, business was reported at a standstill. At Ghent, no improvement was reported, and stoppages of work were increasing. At Brussels, the manufacture of shoes was passing through a grave crisis. Production, even when reduced to one-half, was still in advance of consumption.

While the reports just quoted were for March, the situation at date of writing is still bad. Conditions in the industry are the result of falling prices. Whereas for October 15, 1920, the index figure for boots was 527 as compared with 100 for 1914, on February 15, 1921, the index had dropped to 489 and is now probably lower. The general index has since also dropped in this period from 505 to 457.

In the writer's opinion, boots are selling here away above their cost of production plus reasonable profit value, and a further slump is due. As far as can be ascertained, the retailers depend on a high profit of about 100 per cent and a small turnover. The retail boot stores in Belgium number 11,557, and there are 1,195 in Brussels alone. Most stores carry very small stocks.

In addition to this, the importer of foreign shoes finds that a large number of local manufacturers and many of foreign origin sell their shoes behind their own windows. For instance, the American "Walkover" has its own store; the "Mansfield" is separately represented, and the "Incroyable" of Paris is sold exclusively by one shop. These retail stores cannot of course be approached by importers of competing shoes.

A representative Belgian manufacturer of shoes, speaking in February at a meeting of the "Chambre Syndicate des Chausseurs-Bottiers," endeavoured to explain the high price of made-to-measure shoes. He said the made-to-order shoe requires very costly workmanship. The "forme" alone costs 20 to 30 francs; cloth tops, lining, heels, eyelets, the leather, and labour costs imposed by the trade unions, amount to 200 francs at a minimum, thus explaining the price which is advertised for a pair of shoes. A pair of ladies' shoes *de luxe* reach a cost price of 240 francs. A pair of box calf shoes for men, of the same quality and workmanship, cost 180 to 190 francs.

These facts are stated because the writer's view is that there will be a market here, when the local situation improves, for Canadian boots *de luxe*, (men's) in

medium lasts, as there is a class in this country as elsewhere which wants the best regardless of price. Conversely, there would perhaps be a better opportunity for the cheapest grade of Canadian men's shoes for the working classes. I have seen American shoes which were simply trash, selling for 50 to 75 francs retail.

The present is not an opportune time to endeavour to exploit this market actively, but if manufacturers or any group of manufacturers will send forward numbered samples of men's shoes, and then send prices from time to time on these, they will be advised of the favourable moment. Some preliminary relations might thus be formed and definite opinions on the actual shoes recorded.

PACKING FOR EXPORT TO FRANCE

LT.-COL. HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

June 1, 1921.—The prevailing opinion of many French importers interviewed by the writer is that too much attention is given to economy in packing. Most particular care should be given to the smallest details, and expense should not be spared in making the goods proof against damage or pilfering. Purchasers wish to receive their merchandise in good condition and as ordered, and strong packages not easily broken into will often obviate the necessity of collecting money from underwriters instead of receiving the goods.

WOOD CASES

In general, the wood employed for making packing cases is not sufficiently strong, presumably owing to the high cost of timber at the present time. For long journeys, where cases are handled many times, the use of good wood and strong cases is most important. The quality of the wood employed is also a matter which needs the careful consideration of shippers. Canadian and United States exporters frequently use very poor quality wood which is not at all suitable for packing cases, as it is brittle and cracks very readily. Apart from the ease with which such cases can be opened in transit, the fact that they have to be examined at foreign custom houses is a point that must be considered. If the wood is of bad quality, it is extremely difficult to make a good job of the repacking, as it splits so easily into small pieces.

MACHINERY

With regard to machinery and heavy metal work: the articles should be well greased before packing. In many instances, it is desirable that a certain amount of straw or similar material should be used as padding between the articles and the case. It is usually unwise to make the case to exactly fit the article, as in sending a delicate piece of machinery, breakage often takes place during unloading from the steamer. Cases are often allowed to drop heavily from a crane, and if there is not sufficient play inside the case to absorb the shock, the goods will suffer.

FURNITURE

Padding is specially recommended in the case of furniture. Each piece should always have a good padding between it and the case. It is sometimes necessary to wrap each article of furniture in wood fibre and paper.

LOT SHIPMENTS

Small parcels sent as a shipment should not be wrapped in ordinary paper, as it is easily torn and the contents exposed. Importers recommend that waterproof paper or corrugated cardboard should be used for this purpose.

VALUABLE AND PERISHABLE GOODS

When the goods to be shipped are of high value, many importers advocate the use of hermetically-sealed, tin-lined cases, but the expense of these precludes their use except for small articles. In order to prevent damage by water, articles of a delicate or perishable nature should be packed either in waterproof or zinc lining, as circumstances may require.

PRECAUTIONS AGAINST PILFERING AND DAMAGE

As regards the precautions to be taken to prevent pilfering and damage by wet, the zinc lining mentioned above has another advantage in that it provides an additional safeguard. It is also important to give every facility to the importer to get his goods quickly through the customs. To this end, it is suggested that the shipper should forward to the consignee by the same steamer carrying the goods all necessary documents to enable the latter to clear them quickly through the customs. At present, cases often occur where the documents are forwarded to the consignee by a steamer leaving some eight days after that carrying the goods. The consignee thus receives his papers long after the arrival of the goods, which have remained during the interval on the quay exposed to the elements and it may be quite unprotected. Much damage by mud and water is thus caused and owing to improper surveillance in many ports, the cases are liable to be broken into and their contents stolen.

Articles such as boots and shoes, hosiery, food products, etc., which are particularly liable to pilfering in transit, should be packed in such a manner as to render any opening of the case as difficult as possible. Waterproof lining is advisable in certain cases and additional security is ensured by having the case encircled with iron bands. The pilfering difficulty can to a certain extent be overcome by the employment of the new patent unpilferable cases of the kind now being made in England. They do not absolutely prevent stealing, but when the cases are broken into, the fact cannot be concealed, and the consignee can make a claim against the responsible persons. When ordinary cases are employed, thieves are able to remove planks, steal the contents, and replace the planks without making any difference in the appearance of the case.

INFORMATION TO EXPEDITE DELIVERY

The exporter should endeavour to ascertain before shipment the requirements of the foreign Customs authorities, so that he can forward all necessary information to the importer in good time. At the moment of writing, enormous quantities of goods are detained at French ports merely because the shipper has not sent the necessary documents or has failed to complete them in accordance with regulations. Different regulations apply to different classes of goods, but in all cases it is necessary to state the gross and net weights of each package individually. It is usually necessary also to give the exact weight in kilogrammes and grammes per square metre or per 100 square metres.

In the case of textiles, the exact composition of the material must be given—that is to say, 60 per cent cotton, 40 per cent wool, etc. In cotton piece goods, it is necessary to state the number of threads in a square of 5 millimetres, and whether the material is bleached, dyed, undyed, mercerized, fashioned, manufactured with dyed threads or dyed in the piece, etc.

It frequently happens that when an exporter in Canada sends a machine to a merchant in France, the only information he supplies is that it is (say) "one printing machine" or "one ice-cream machine." Information of this kind is useless and is quite inadequate to clear the goods through the Customs. It is necessary to state regarding all machinery exactly what metals are used in the parts, with the weights of each metal employed. Delays are frequently avoided when the consignee can

produce a plan of the machine showing exactly how it appears when mounted. Similar particulars are necessary for practically all classes of goods shipped to France and much delay would be avoided if shippers would ascertain definitely what these particulars are and then furnish the necessary information with the goods.

MARKING OF CASES

Cases should always be marked on at least three sides. It is, of course, better still to mark them on all four sides, and on top and bottom, as the marks and numbers of the cases are then always visible, no matter which part is exposed. When a case is marked on only one side, this side will most frequently be underneath, and additional handling be required each time the number of the case is referred to. All cases should be marked in large block letters with a mark, a number and also (preferably) the point of destination. It is advisable for a shipper to employ always the same mark, changing the number for each case. For example, Mr. John Brown, of Toronto, would mark his packages—

J. B.—1—PARIS.

J. B.—2—LYONS, etc.

If desired, the initials of consignee may be used. It is also desirable to mark the gross weight of each package on the outside; this enables the consignee when taking delivery to ascertain at once, by weighing the goods, if any of the contents have been removed in transit.

CREDIT FOR MEXICAN IMPORTERS

The British Vice-Consul at Guadalajara, Mexico, reports, says the *Board of Trade Journal*, that local merchants are showing great interest in the importation of United Kingdom manufacturers, but the development of business is being seriously hindered by the lack of standard types of credit allowed by United Kingdom firms to Mexican importers. He adds that United Kingdom manufacturers and exporters do not seem to have the courage to make clean cut credit propositions, while many send catalogues without prices and seem to hope that orders will ensue from correspondence.

Among the credit systems adopted by American manufacturers dealing with firms in Mexico are the following:—

(a) To unknown customers who cannot afford data as to their credit: Part payment is demanded with the order and the remainder of the payment is deposited with an American bank at the home city of the American manufacturer, who draws against this credit on presentation of shipping documents.

(b) To customers who give good references but who do not make use of credits: The merchandise is consigned to a bank in Mexico, which notifies the consignee of its arrival, and the consignee then makes payment to the bank and receives the merchandise. If the merchandise is sent by freight or by express and not by parcel post, the consignee deposits freight and duty charges with a customs broker, so that the goods will go through without demurrage to the bank to which they are consigned.

(c) To customers of known solvency who can give A-1 credit references: Thirty days' credit is usually given from the date of the invoice with a discount for cash which varies between 2 per cent and 3 per cent; or credit of sixty to ninety days from the date of the invoice without discount allowance; or sixty to ninety days' payment after the receipt of the merchandise on acceptance of draft.

REVIEW OF THE FROZEN MEAT TRADE FOR 1920

The following extracts on the frozen meat trade for 1920 have been taken from the *Annual Review of the Frozen Meat Trade*, issued by W. Weddel and Co., Limited, London, England:—

GENERAL RETROSPECT AND SUMMARY

The year 1920 has been one of great uncertainty and exceptional difficulty in all branches of the trade. The transition from "control" to freedom has raised many unlooked-for problems; and it is understating the case to say that much disappointment has been felt over the piecemeal nature of the process. Contrary to anticipations held a year ago, prices have not dropped to any material extent during 1920; and this result cannot be dissociated from the direct and indirect consequences of control being maintained for so long after the need for it had passed.

Imports into United Kingdom ports were 90,000 tons in excess of those of any previous year in the history of the trade. As there were exceptionally heavy stocks in store at the commencement of 1920, and as these had been reduced by 100,000 tons before the close of the year, there had been manifestly a very noteworthy increase in the sale of imported meats in 1920 over anything previously experienced. Although home supplies of beef fell off considerably in the latter part of the year (as the result of the excessive killing of calves during 1919 when veal was free from control), and although home mutton was exceptionally scarce (owing to the free marketing of ewes in 1919-20), the total consumption of meat has been maintained—but on somewhat new lines. Imported meats have been substituted for home-grown by many consumers in all parts of the country. The experiences of recent years, when all retailers were compelled to accept frozen beef, mutton, and lamb, have apparently created a taste for these descriptions and stimulated their sale through channels strongly biased at one time in favour of home-killed. The extreme prices demanded for these latter have enabled retailers to dispose of increasing quantities of the relatively cheap imported meats, and with satisfactory results to all concerned.

The increased consumption of frozen meat in this country and on the Continent is also due in a large measure to the troops having acquired a taste for it when on active service, and asking for it after demobilization, in preference to home-killed. The war destroyed the last remnants of prejudice against frozen meat in this country; and, on the Continent, it did the work of twenty years of peaceful penetration.

Imports, which totalled 810,415 tons in 1920, as compared with 528,354 tons in 1919, 489,336 tons in 1918, and 720,257 tons in 1913, have recovered to the extent of 65 per cent since 1918, and were $12\frac{1}{2}$ per cent more than in 1913.

Taking 100 as the index figure of imported meat values in 1913, the corresponding figure for 1920 was 240, as compared with 272 in 1919, and 295 in 1918. Wholesale prices have come down in each of the past two years, but to the extent of only 19 per cent in all. They have not, therefore, receded commensurately with the increase in arrivals; and this is partly because the normally close relations between values and supplies have been rendered inoperative under control, and partly because of alterations in the course of trading brought about by the same factor.

Retailers are reported to have enjoyed a considerable measure of prosperity during the past year. Premises which had been closed during the war have been re-opened, but not many new businesses have been established. The pre-war retailer of English meats has found a new source of revenue in supplying imported meats at prices which are attractively cheap in comparison with home-killed. The compulsory labelling of all imported meats has proved to be a blessing in disguise, if only because it gives consumers some assurance that they are being fairly dealt with. At the same time, a large number of people in many parts of the country,

being in receipt of greatly increased wages, have purchased all kinds of meat freely, including a big percentage of prime English descriptions. In London the proportion of home-killed was only 21 per cent of the quantities marketed, although the proportion for the entire country was 56 per cent.

The number of cattle in the country has been reduced by 721,127 head or 5.8 per cent, and sheep by 1,712,120 head or 6.8 per cent as compared with the numbers recorded in 1919.

It is not easy to estimate the ultimate effect upon the home meat supply of this falling off, in view of the abundant keep available for all classes of stock; but it is almost certain that marketings were much reduced in the last quarter of the year.

On the other hand, the world's export output of refrigerated beef, mutton and lamb, was fairly well maintained in 1920, the aggregate shipment from all overseas sources amounting to 1,056,000 tons as compared with 1,103,000 tons in 1919; 1,141,000 tons in 1918; 1,027,000 tons in 1917; and 767,000 tons in 1913. The increased outputs of freezing works in New Zealand and the South American Republics were hardly sufficient to counterbalance the heavy decreases in shipments from North America, Australia and South Africa.

Of the world's output in 1920, about 250,000 tons were shipped direct to the continent of Europe, about 50,000 tons to the United States, and 11,000 tons to Eastern and African markets, the balance of 783,000 tons being shipped to the United Kingdom out of which 34,562 tons were re-exported to the Continent.

COLD STORAGE IN THE UNITED KINGDOM

The acute congestion in the cold stores of the United Kingdom, which characterized the closing months of 1919, became intensified in the early part of last year, on account of heavy arrivals of government-owned meat from Australasia. The diversion of a number of cargoes to the United States and to the Continent, along with the lowering of prices on this side, followed by an improved consumptive demand, afforded much-needed relief; and, during the last quarter of the year, the accommodation proved ample for all requirements. The principal cold stores in the United Kingdom show total capacity of 34,106,800 cubic feet, or approximately 190,000 tons, about two-thirds being available in London. Further additions, amounting to 750,000 cubic feet storage space, were made to the Union Cold Storage Company's new store at Liverpool, which, when completed, will be the largest cold store in Europe. Their new store in Glasgow, with a capacity of 800,000 cubic feet, the largest in Scotland, was completed last year. A new cold store, belonging to the Bristol Docks Committee, was opened in Avonmouth in September, having a capacity of 500,000 cubic feet. Storage rates are now on average 122 per cent higher than they were before the war.

CANADA'S SMALL EXPORTS OF FROZEN MEAT

The official total of exports of frozen meat from Canadian ports in 1920 was only 6,076 tons, consisting mostly of boned beef and sundries, as compared with 47,821 tons in 1919, 46,000 tons in 1918, and 55,000 tons in 1917. A certain amount of Canadian meat was shipped through United States ports, but the total export to Europe probably did not exceed 10,000 tons. Canada thus drops out of the running once more as an important source of supply.

The live stock returns, collected in June, 1920, revealed a disappointing decrease of 607,631 head in the number of cattle in the Dominion, the totals being 9,477,380 in 1920, and 10,085,011 in 1919. This reduction is partly due to the greatly increased deliveries to the United States in 1919, when 550,000 head of cattle crossed the border, as compared with 249,000 head in 1918, and 211,000 head in 1917; and partly to increased domestic consumption arising from the removal of wartime restrictions, and the return of the Canadian army from overseas. On the other hand, the number of sheep increased from 3,421,958 in 1919 to 3,720,783 in 1920.

PROSPECTS FOR 1921

The outlook for production in 1921 is just as it was a year ago—it cannot be said to have improved. South America can doubtless increase its output if prices remain fairly high in Europe; but New Zealand, Australia and the United States will probably ship less, rather than more, than in 1920. Home supplies are still very uncertain, some authorities holding that the recent losses in cattle can be made up quickly, though all are agreed that sheep stocks can be restored only slowly.

The prevalence of unemployment in this country makes it likely that the general demand will tend to shrink—especially if prices remain high; though it must be admitted that the rate of consumption in 1920, in spite of these prices, has revealed an unlooked-for degree of latent strength in the Home market. It is hardly likely, however, that it will be fully maintained in 1921.

The continental demand has been a most erratic factor in the world's market during the past year, and the prospects of any settled trade being established there are still remote. Spasmodic inquiries, based to some extent on variations in the rates of exchange, will doubtless continue to have their uncertain influence on available supplies; and while this trade cannot be ignored as a factor in regulating the general level of prices, it is impossible at present to place a definite value upon it.

If control of meat prices is taken off in March, there may be a temporary disturbance in the markets; but the world-wide tendency for prices of food and raw materials to recede towards lower levels is not likely to meet with prolonged resistance in the case of meat. Meantime, the best hope for any important reduction in prices lies in some curtailment of consumption on the part of the great masses of the people of the United Kingdom.

TRADE PARALYSIS IN LATIN AMERICA

Louis H. Kiek, general manager of the Anglo-South American Bank, Limited, the head office of which is in London, is reported by the *New York Times* as saying that every country in South America is passing through the most critical period in its economic history, with the end not in sight. Mr. Kiek has spent eleven months inspecting the various branches of his bank, and conferred with many Government officials and all the representative business leaders in Latin America.

"While the bursting of the inflation bubble, following a world-wide break in prices precipitated virtually a universal stagnation of commerce, South America has perhaps been the principal sufferer. From the isthmus to the strait of Magellan, the countries of Latin America are experiencing an almost complete cessation of business incident to the collapse in prices. The most rigid economy and policy of retrenchment in every department of Government and business, as well as on the part of the individual, during the period of economic upheaval which is agitating the world, will alone serve to carry South America through the crisis.

"I found in practically all countries evidence of the universal world crisis prevalent everywhere, incident to the cessation of the sale of their own staple products owing to a severe fall in prices and almost complete stagnation of consumption. This embarrassment is due partly to a falling off in the export of the natural products of the countries, such as coffee, sugar, cocoa and metals, and partly to the unfavourable effects of the heavy depreciation of exchange, all of which has brought about a severe dislocation approaching a virtual trade paralysis."

Asked if the peak of the crisis had been passed, Mr. Kiek said: "In my opinion the crisis has not yet passed. These countries are still experiencing great difficulty in financing their imports, and, owing to the great falling off of the import duties, which form a large proportion of the national budgets, many of the Governments are hard put to balance their budgets and meet their heavily increasing expenditures for governmental purposes."

COMMERCIAL NOTES FROM NORWAY

COMMERCIAL AGENT C. E. SONTUM

Norway's Trade Balance

Christiania, June 2, 1921.—The trade paper *Farmand* has issued its statistics regarding the trade balance for the month of March. These show the following figures:—

Millions kroner	March, 1921	March, 1920,	Feb. 1920.
Imports	117	227	131
Exports	68	111	56
Excess imports	49	116	75

The recession in imports is strongly marked in all groups of any importance. The imports of animal food during the month of March this year amounted to 10·2 million kroner against 14·8 million kroner during the corresponding month last year. Grains have gone down from 5·6 to 1 million, and tropical products show a reduction from 21 to 5·5 million kroner. The decline is, however, greatest in textile goods, from 39 to 7·3 million kroner. Under the heading ships, machines, etc., the imports were valued at 28·8 million against 45 million last year. For the first time in many years the imports of iron and steel goods show a decrease.

The statistics of export show a decrease for fish and fish products from 9·2 to 2·8 million kroner, and also for pulp and paper. Products from the canning industry, on the contrary show an increase from 5·9 to 7·6 million kroner. The group under the heading ships, machines, etc., shows an increase also owing to the fact that some vessels have been sold to foreign countries.

During the first quarter of the year the trade balance was as follows:—

Millions of kroner	1921	1920	difference
Imports	372	601	+229
Exports	192	278	+ 86
Excess imports	180	323	+143

Labour Conditions

Owing to the extremely bad condition of all trades, the Norwegian Employers' Association during the recent negotiations with the Central Union of Workers insisted upon a wholesale reduction of the present wages as a basis for future labour contracts. For the seamen this reduction was estimated at an average of 24 per cent for stokers and sailors. The proposal was rejected with practical unanimity by the seamen.

Subsequently a strike was declared on 10th May, and as boats arrived in port, the crews left their ships, the result being that the regular coast service has been more or less dislocated. The mail service with England has also been suspended, and is at present sent by way of the Continent. With the purpose of supporting the seamen the longshoremen also declared a strike, the consequence being that foreign vessels calling at Norwegian ports can neither be loaded nor discharged.

At an important sitting on 11th of last month, the board of the Central Union of Workers decided to enlarge the strike in order to embrace, on and after May 25, practically all the organized workers in Norway, altogether 120,000 men, and the strike is now going on. The only exceptions are the railwaymen and the employees in the post and telegraph service. There are rumours that these also will be included and the strike thus made general. On the other hand, it is conceded by the labour press that the strikers cannot expect to win completely. The most perfect order is being preserved during the dispute.

Pulp and Paper

In the wood pulp market there is no noticeable change. A number of Swedish pulp mills have now decided to follow the example of their Norwegian colleagues, to suspend production or to restrict it to a fraction of the former output in anticipation of a rising market in the course of the summer, when these measures will have had time to make their effects felt.

As far as paper is concerned, there is still a lively demand, especially for *news*, with the result that stocks are about to be emptied; but owing to the large supply so far, prices remain low. This fact in conjunction with the strike is checking the operations of the Norwegian mill owners, who are taking up an attitude of extreme caution, as they are disinclined to commit themselves to operations on a somewhat larger scale.

THE PORT OF HULL

J. FORSYTH SMITH, CANADIAN TRADE COMMISSIONER

Liverpool, June 3, 1921.—Hull is a very important centre of the grain, timber and seed-crushing industries, ranking, before the war, third among the ports of the United Kingdom. No large business direct with Canada has developed owing to the position on the east coast, and the lack of direct steamship service. The main business is with continental points.

The following information, however, summarized from the *Port of Hull Annual*, 1920, just issued, should be of interest to exporters:—

IMPORTS OF OIL-SEEDS

Hull occupies the premier position in the United Kingdom for the importation of oil-seeds, which include linseed as an important item. In 1919, the total value imported into the United Kingdom was £35,921,058; into Hull, £18,089,248; into Liverpool, £4,444,416; and into London, £7,832,468.

THE TIMBER TRADE

Timber imports in 1920 were 19,222 cu. ft. of hewn hard wood, 172,877 loads of hewn soft wood, 60,555 cu. ft. of sawn hard wood, and 613,449 loads of sawn soft wood, as against 138,221 loads of hewn timber and 606,496 of sawn timber in 1919, and 291,247 loads of hewn timber and 719,597 loads of sawn timber in 1913.

GRAIN IMPORTS

Imports of grain into Hull showed an increase over those of 1919, the total being 942,089 tons. Of this 585,682 were wheat, against 352,642 tons in 1919, and 238,970 tons in 1918. Of the wheat 444,217 tons came from transatlantic sources, and 126,506 tons from Australia. In 1913, 901,364 tons of wheat were received at Hull.

THE PROVISION TRADE

Imports of provisions into Hull during 1920 were as follows: bacon, 217,907 cwts.; hams, 11,618 cwts.; canned meats, 136,411 cwts.; butter and margarine, 547,445 cwts.; cheese, 27,956 cwts.

THE FRUIT TRADE

Fruit imports in 1920 showed a great increase over previous years, though they were mainly from continental sources. The total number of packages imported was 3,788,439, of which 34,936 came from the United States and 57,855 from Australia.

IMPORTATION OF GAS STOVES INTO NEW ZEALAND

With reference to a paragraph, which appeared in *Weekly Bulletin* No. 905 (June 6, 1921) page 927, intimating that the importation of gas stoves into New Zealand had been prohibited, except by means of license, a cablegram from Mr. W. A. Beddoe, Canadian Government Trade Commissioner at Auckland, announces that the prohibition referred to has been revoked as from June 16.

INCREASE IN CERTAIN MEXICAN IMPORT DUTIES

According to a cablegram from Consul Cornelius Ferris, jr., Mexico City, under date of June 14, 1921, published in the *United States Commerce Reports*, a Mexican decree which has been published in the local press (not officially announced) makes the following increases in import duties: Untanned hides and skins, increased from 4 to 10 centavos per kilo; lard, pure or mixed, from 5 to 10 centavos per kilo; flour and starches of all kinds, not specified, from 5 to 10 centavos per kilo; and preserved animal food products, from 15 to 20 centavos per kilo.

HIGHER POSTAL RATES IN THE UNITED KINGDOM

Referring to the summary of the Higher Postal Rates in the United Kingdom, published in *Weekly Bulletin* No. 906, page 953, which came into effect from June 13, a communication has been received from Mr. Harrison Watson, Trade Commissioner in London, stating that in deference to public opinion, the Postmaster General announced, in a speech in the House of Commons on June 10, that it has been decided to abandon the intention of raising the postage on printed papers for abroad to 1d. for two ounces, and to leave the rate as it stood—1d. for 4 ounces.

CHILE'S NEW CUSTOMS TARIFF

Whether the new customs tariff of Chile be of an emergency character or not, says the *British Export Gazette*, shippers and manufacturers who are interested in the Chilean market will be glad to learn that under its provisions, mining, agricultural, and manufacturing machinery, implements, and tools of nearly every description, which previously were subject to little or no duty, are exempted from advance; and the same applies to locomotives, motor lorries, motor car tires, and certain other articles. On the other hand, iron and steel wire, bars and sheets, tinplate, textiles, apparel, and domestic articles generally are subject to increased duties of 50 to 60 per cent.

METRIC SYSTEM ADOPTED IN JAPAN

(Board of Trade Journal)

The new Weight and Measure Law as passed by the Diet was formally promulgated recently by the Japanese Government, thus rendering Japan one of the metric countries. Simultaneously with the promulgation of the new law, Director Kitsukawa, of the Weight and Measure office, gave out a statement saying that even when the first weight and measure law was framed in 1893 Japan was desirous of adopting the metric system, but the nation was not ready to accept it and the old systems were fully adopted. "Several times since, the wholesale reform of the weight and measure systems has been attempted," the official's statement continues, "but it was quite difficult, before the war, to break with the old systems and adopt the new one to which the nation was but little accustomed. When the world war started, however, the necessity of adopting the metric system was keenly felt and the Government Bill was readily accepted by the Diet."

According to the *Yokohama Chamber of Commerce Journal*, within the five years beginning with the date from which the law takes effect all public works, Government offices, schools and large factories will be made to adopt the new system, while the general public will be given twenty years' grace.

PROPOSED INCREASE IN CUBAN CONSULAR FEES

According to a cablegram from Consul C. B. Hurst, Habana, under date of June 13, 1921, published in the *United States Commerce Reports*, a bill providing for increased consular fees has passed one house of the Congress of Cuba. The fee for invoices of merchandise exported to Cuba will be raised from 10 cents per \$100 to one-half of 1 per cent of the invoiced value of the merchandise.

ADDITIONS TO LIST OF FOREIGN CONSULS IN CANADA

The following additions have been made to the list of foreign Consuls in Canada:

Country	Name	Office	Place
Chili	S. Cumberford	Consul	Amherst, N. S.
Sweden	I. Levander	Act. Consul	Calgary, Alta.
Norway	S. Steckmert	Vice Consul	Montreal, P. Q.
Uruguay	H. I. Skelton	Consul	Montreal, P. Q.
Holland	H. T. Schortinghuis	Vice Consul	Calgary, Alta.
United States	J. H. Goodeir	Consul	Charlottetown, P.E.I.
	J. M. Hill	Vice Consul	Kingston, Ont.
	D. Donaldson	Consul	Hamilton, Ont.
	D. A. Muirhead	Con. Agent	Whitehorse, Y. T.
	E. E. P. Payne	Vice Consul	London, Ont.
	J. Glionna	Act. Vice Consul	Toronto, Ont.
Italy	D. Dupont	Consul	Montreal, P. Q.
Belgium	U. Barthe	Vice Consul	Quebec, P. Q.
Haiti	Y. Sato	Secretary to Con-	Vancouver, B. C.
Japan		sulate, in charge	
		pro tem.	
Cuba	A. Morales Y. Ubeda	Vice Consul	Ottawa, Ont.

TENDERS FOR PUBLIC CONTRACTS IN ARGENTINA

The following from the *Board of Trade Journal* on the method of tendering for public contracts in the Argentine Republic, will be of interest to Canadian firms concerned in that market:—

The Commercial Secretary to H.M. Legation at Buenos Aires, in a report on the subject of tenders for public contracts in Argentina, states that such contracts for which it is open to United Kingdom firms to submit tenders may be divided into two classes:

- (1) Contracts for which tenders are to be invited through the Argentine Legation in London; and
- (2) Contracts for which tenders are invited locally.

Calls for tenders through the Argentine Legation in London have been suspended, however, since before the war.

With regard to contracts for which tenders are invited locally, United Kingdom firms cannot tender direct but only through a properly accredited agent, or through a local merchant firm which takes over their quotation and tenders it in his own name. The invariable stipulation that tenders must be made on Argentine-stamped paper and be accompanied by a deposit of 3 per cent of the tender price and further requirements, make necessary the final preparation of the tender locally and preclude United Kingdom firms from drawing up the tender in the United Kingdom for presentation in Argentina.

The Commercial Secretary states that there have been cases where firms have sent direct to him quotations and specifications, with a request that he would submit their offer to the department interested. No tender in this form is taken into consideration by the local authorities and the most he could do was to endeavour to find some local British firm willing to take over the tender and to present it in proper form in their own name. Time, however, seldom permits of the necessary arrangements for this purpose being made between the local firm and the United Kingdom manufacturer.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JUNE 22, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending June 22; those for the week ending June 15 are also given for the sake of comparison:—

		Parity.	Week ending June 15,	Week ending June 22,
			1921	1921
Britain.. . . .	£	1.00	\$4.86	\$4.2374
France.. . . .	Fr.	1.	.193	.0904
Italy.. . . .	Lira	1.	.193	.0573
Holland.. . . .	Florin	1.	.402	.3707
Belgium.. . . .	Fr.	1.	.193	.0903
Spain.. . . .	Pes.	1.	.193	.1472
Portugal.. . . .	Esc.	1.	1.08	.1487
Switzerland.. . . .	Fr.	1.	.193	.1893
Germany.. . . .	Mk.	1.	.238	.0162
Greece.. . . .	Dr.	1.	.193	.0707
Norway.. . . .	Kr.	1.	.268	.1633
Sweden.. . . .	Kr.	1.	.268	.2515
Denmark.. . . .	Kr.	1.	.268	.1918
Japan.. . . .	Yen	1.	.498	.5416
India.. . . .	R.	1.	2s.	.2806
United States.. . . .	\$	1.	\$1.00	1.1225
Argentina.. . . .	Pes.	1.	.965	.3493
Brazil.. . . .	Mil.	1.	.3245	.1445
Jamaica.. . . .	f	1.	4.86	4.2374
Shanghai, China.. . . .	Tael	1.	.631	.7548
Barbados.. . . .	\$	1.	1.	.87 $\frac{3}{4}$ -.89 $\frac{15}{16}$
British Guiana.. . . .	\$	1.	1.	.87 $\frac{3}{4}$ -.89 $\frac{15}{16}$
Trinidad.. . . .	\$	1.	1.	.87 $\frac{3}{4}$ -.89 $\frac{15}{16}$
Dominica.. . . .	\$	1.	1.	.87 $\frac{3}{4}$ -.89 $\frac{15}{16}$
Grenada.. . . .	\$	1.	1.	.87 $\frac{3}{4}$ -.89 $\frac{15}{16}$
St. Kitts.. . . .	\$	1.	1.	.87 $\frac{3}{4}$ -.89 $\frac{15}{16}$
St. Lucia.. . . .	\$	1.	1.	.87 $\frac{3}{4}$ -.89 $\frac{15}{16}$
St. Vincent.. . . .	\$	1.	1.	.87 $\frac{3}{4}$ -.89 $\frac{15}{16}$
Tobago.. . . .	\$	1.	1.	.87 $\frac{3}{4}$ -.89 $\frac{15}{16}$

SHIFTING TRADE BALANCES OF THE UNITED STATES

Mr. F. H. Sisson, Vice-President of the Guaranty Trust Company of New York, notes in the *New York Times* some recent changes in the foreign trade of the United States which he regards as significant.

"In April of this year our export trade, valued at prewar prices, was approximately equivalent to that of April, 1913. But our imports, similarly measured, were about 60 per cent in excess of those of April, 1913. Asia, as well as South America, developed trade balances against the United States in April. The number of principal countries holding such balances increased from seven in March to a dozen in April. Switzerland, Central America, Brazil, Chile, Uruguay, China, British India, the Dutch East Indies, the Philippine Islands, British South Africa and Egypt all had favourable balances during April. Japan reversed a March debit of \$5,500,000 to an April credit of \$11,500,000.

"Both imports and exports decreased in the aggregate more than \$1,000,000,000 for the eleven months ended with May of this year, as compared with the corresponding period of last year. Exports have steadily declined in value from December, 1920, when they amounted to \$720,286,774, or more than twice the value of exports in May, 1921, which were worth only \$330,000,000, as contrasted also with \$745,863,402 in May of last year."

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, MONTREAL, TORONTO, ST. MARY'S (ONT.), AND WINNIPEG; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, BRANTFORD, BELLEVILLE, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CHAMBRE DE COMMERCE, MONTREAL; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT WINNIPEG AND VANCOUVER; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

3183. Cycle spokes and Ford automobile parts.—A London firm of motor agents seek supplies of rustless 15-gauge cycle spokes with nipples for 26-inch and 28-inch wheels, and invite from Canadian manufacturers quotations per 1,000 gross c.i.f. London, cash against documents. They are also prepared to purchase Ford automobile parts.

3184. Artificial silk hose.—An important London departmental store wish to get into touch with Canadian manufacturers who can fill orders for ladies' artificial silk hose.

3185. Shoes.—A Belgian firm desire to receive catalogues, prices, and samples of shoes in Canadian styles.

3186. Garnets.—A London firm invite offers from Canadian producers of abrasive garnet ore, of which they could take from 2,000 to 3,000 tons a year, in 1-cwt. (112-pound) bags, c.i.f. London and Liverpool, cash.

3187. Alimentary products, drugs.—A French firm established in 1829, possessing large stores and warehouses, wish to obtain the sole agency for France of Canadian manufacturers of alimentary products and drugs. Will supply best references on demand.

Miscellaneous Inquiries from Japan

3188. Lumber.—One of the oldest established British concerns, with offices in Kobe, Yokohama, and other centres, are anxious to import lumber from Canada, particularly Japanese squares and other assortments of Douglas fir, spruce, etc. Correspondence is solicited at once.

3189. Lumber.—One of the biggest firms of Japanese importers in Kobe are in the market for Canadian lumber—Douglas fir, hemlock, spruce, etc.—and is most anxious to hear from reliable shippers of good standing.

3190. Lumber.—A reliable Japanese firm of lumber importers are anxious to hear from Canadian exporters. They have already imported one or two shipments, but are anxious to be put in touch with other connections, particularly for Douglas fir, hemlock, spruce, etc.

3191. Wheat.—A firm in Kobe doing a big export business in produce would be glad to receive samples of Canadian wheat, and wish to be put in touch with reliable exporters or their agents. The grades most saleable in this market should correspond to what are called in the Pacific states "White Walla," "White Pacific," "Red Pacific," "Blue Pacific." If Canadian shippers can supply grades of equal quality or better there is a good possibility of business, providing that prices are reasonable, and the importers would be glad to receive 1-pound samples of each grade with the lowest possible prices c.i.f. Kobe or Yokohama.

3192. Canned meats and vegetables.—A large grocery establishment in Kobe, purveyors to leading steamship companies in Japan, are interested in securing Cana-

dian canned vegetables and meats of various descriptions, and would be glad to receive prices and full information from manufacturers in Canada who are looking for an outlet in Japan.

3193. Evaporated Milk.—One of the most important retailers and wholesalers of food products in Kobe would be glad to receive samples of Canadian evaporated milk, with prices. Considerable quantities are used; and if the Canadian product is of good quality business should result.

3194. Soda crackers.—One of the most important grocery houses of Kobe would be glad to receive samples and prices of Canadian soda crackers. It was said that they were paying for American soda crackers c.i.f. price 65 cents United States currency for what was called a No. 5 tin, which contained probably 2 or 3 pounds.

3195. Aluminium ingots.—One of the most reliable British concerns in Kobe are in the market for Canadian-made aluminium ingots, and are most anxious to obtain reliable connections with whom they could make sole agency arrangements for Japan. At present this firm are purchasing their supplies of aluminium from the United States and England, but they are particularly anxious to deal with Canada if possible on account of the Canadian geographical position being most advantageous for trading with Japan. Samples and prices are requested immediately.

3196. Nickel.—One of the biggest importers of nickel and nickel derivatives in Japan, who do a big business every year in the import of this mineral, are anxious to purchase direct from Canada. In the past this firm has bought from the United States and also from England, but they are particularly desirous of buying direct from Canada. The nickel which they have been getting is Canadian, but they have been buying it through American houses, much to their reluctance. They would be glad therefore to hear direct from Canadian producers.

3197. Agricultural implements.—A British firm operating for many years in Japan, who have lately established an import department, are interested in the import of agricultural machinery, and would be glad to hear from Canadian manufacturers of such with catalogues and prices.

3198. Auto accessories.—A Japanese firm of importers dealing chiefly in foreign goods are in the market for all kinds of Canadian hardware and auto accessories, such as spot lights as well as pumps, etc. Catalogues and prices would be appreciated.

3199. Golf clubs.—An important Japanese concern carrying big stocks of imported hardware, and handling practically only imported goods, ask to be put in touch with Canadian manufacturers of golf clubs and other sporting accessories. Catalogues, price lists, and if possible a sample or two would no doubt result in business.

3200. Anhydrous ammonia.—A very important British firm in Kobe are in the market for anhydrous ammonia, and would be glad to buy this from Canadian exporters if prices are competitive.

BIG ITALIAN PUBLIC WORKS CONTRACTS IN PROSPECT

Wide commercial interest, says the *British Export Gazette*, centres in the fact that the Italian Government have committed themselves to an enormous programme of public works, entailing an expenditure of over 1,000 million lire, or upwards of £13,000,000 at the present rate of exchange. From information reaching us, we gather that no fewer than 7,720 projects are catalogued, and they range from drainage and reclamation of swamp lands to the building of railways and the improvement of ports. One project alone, the construction of an aqueduct from Naples to Taranto, 152 miles, will necessitate 8,000 tons of steel piping, 66,000 tons of cast-iron piping, 9,000 to 10,000 tons of iron rods for cement reinforcement, and 70,000 to 80,000 tons of cement. As much material as possible will be of Italian production, but it is realized that considerable quantities will have to be obtained from abroad, and the giving out of important contracts may therefore be expected.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To LIVERPOOL.—*City of London*, White Star-Dominion Line, about June 29; *Melita*, Canadian Pacific Ocean Services, Ltd., about July 1; *Canada*, White Star-Dominion Line, about July 2; *Tamaqua*, Furness Line, about July 7; *Hoerda*, Canadian Steamship Lines, Ltd., about July 7; *Canadian Victor*, Canadian Government Merchant Marine, Ltd., about July 8; *Minnedosa*, Canadian Pacific Ocean Services, Ltd., about July 8; *Porsanger*, Canada Steamship Lines, Ltd., agents, about July 12; *Metagama*, Canadian Pacific Ocean Services, Ltd., about July 15; *Megantic*, White Star-Dominion Line, about July 16; *Victorian*, Canadian Pacific Ocean Services, Ltd., about July 22; *Melita*, Canadian Pacific Ocean Services, Ltd., about July 29; *Canada*, White Star-Dominion Line, about July 30.

To LONDON.—*Dunbridge*, Canadian Pacific Ocean Services, Ltd., about June 30; *Canadian Navigator*, Canadian Government Merchant Marine, Ltd., about July 8; *Vindelia*, Cunard Line, about July 8; *Sicilian*, Canadian Pacific Ocean Services, Ltd., about July 9; *Tarantia*, Cunard Line, about July 15; *Bolingbroke*, Canadian Pacific Ocean Services, Ltd., about July 16; *Scotian*, Canadian Pacific Ocean Services, Ltd., about July 30.

To GLASGOW.—*Tunisian*, Canadian Pacific Ocean Services, Ltd., about July 2; *Cassandra*, Anchor-Donaldson Line, about July 2; *Canadian Trapper*, Canadian Government Merchant Marine, Ltd., about July 6; *Saturnia*, Anchor-Donaldson Line, about July 23; *Pretorian*, Canadian Pacific Ocean Services, Ltd., about July 24.

To CARDIFF AND SWANSEA.—*Canadian Harvester*, Canadian Government Merchant Marine, Ltd., about July 23.

To HULL.—*Tamaqua*, Furness Line, about July 7.

To NEWCASTLE-ON-TYNE.—*Cairmona*, Thomson Line, about July 3; *Cairnvalona*, Thomson Line, about July 24.

To AVONMOUTH DOCK.—*Concordia*, Cunard Line, about July 8; *Bothwell*, Canadian Pacific Ocean Services, Ltd., about July 15; *Turcoman*, Dominion Line, about July 23.

To MANCHESTER.—*Manchester Merchant*, Manchester Liners, about July 2; *Manchester Port*, Furness, Withy & Co., about July 14.

To BELFAST.—*Kenbane Head*, Head Line, about June 30; *Dunaff Head*, Head Line, about July 15.

To DUBLIN.—*Kenbane Head*, Head Line, about June 30; *Dunaff Head*, Head Line, about July 15.

To SOUTHAMPTON.—*Corsican*, Canadian Pacific Ocean Services, Ltd., about June 30.

To LEITH.—*Cairmona*, Thomson Line, about July 2; *Cairngowan*, Thomson Line, about July 10; *Cairnvalona*, Thomson Line, about July 24.

To ROTTERDAM.—*Fanad Head*, Head Line, about June 30; *Lord Londonderry*, Head Line, about July 30.

To HAVRE.—*Sicilian*, Canadian Pacific Ocean Services, Ltd., about July 9; *Scotian*, Canadian Pacific Ocean Services, Ltd., about July 30.

To HAMBURG.—*Fanad Head*, Head Line, about June 30; *Lord Londonderry*, Head Line, about July 30.

To ANTWERP.—*Corsican*, Canadian Pacific Ocean Services, Ltd., about June 30.

To NAPLES AND GENOA.—Montreal, Canadian Pacific Ocean Services, Ltd., about July 27.

To HAVANA (CUBA).—*Canadian Sealer*, Canadian Government Merchant Marine, Ltd., about June 28.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—*Durham*, New Zealand Shipping Co., Ltd., about June 15; *Canadian Mariner*, Canadian Government Merchant Marine, Ltd., about July 23.

TO RIO JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, AND BUENOS AIRES.—*Canadian Explorer*, Canadian Government Merchant Marine, Ltd., about June 30.

TO ST. JOHN'S (NFLD.).—*Manoa*, Canada Steamship Lines, Ltd., about June 28; *Mapledawn*, Canada Steamship Lines, Ltd., about July 4; *Canadian Sapper*, Canadian Government Merchant Marine, Ltd., about July 8.

TO INDIA AND FAR EASTERN PORTS.—*Hyanthes*, Houston Lines, about June 28; *Crewe Hall*, Ellerman-Bucknalls, about June 30; *Canadian Pioneer*, Canadian Government Merchant Marine, Ltd., about July 15.

TO BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Logger*, Canadian Government Merchant Marine, Ltd., about July 8.

TO NASSAU, KINGSTON, AND BELIZE.—*Canadian Forester*, Canadian Government Merchant Marine, Ltd., about July 5.

From Quebec

TO LIVERPOOL.—*Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about July 5; *Empress of France*, Canadian Pacific Ocean Services, Ltd., about July 19; *Empress of Britain*, Canadian Pacific Ocean Services, Ltd., about July 30.

From Halifax

TO BRITISH WEST INDIES.—*Chaudiere*, Royal Mail Steam Packet Company, about July 11.

TO ST. JOHN'S (NFLD.).—*Rosalind*, Red Cross Line, about July 8.

TO WEST COAST NEWFOUNDLAND.—*Stella Maris*, Farquhar & Co., Ltd., about June 29.

From North Sydney

TO ST. JOHN'S, NEWFOUNDLAND.—*Sable I.*, Farquhar & Co., Ltd., every Saturday.

TO ST. PIERRE ET MIQUELON.—*Pro Patria*, about June 29 and July 13.

From Vancouver, B.C.

TO HONOLULU, SUVA, AUCKLAND, AND SYDNEY.—*Niagara*, Canadian-Australasian Royal Mail Line, about July 9.

TO CALCUTTA.—*Canadian Transporter*, Canadian Government Merchant Marine, Ltd., about August 10.

TO NEW ZEALAND AND AUSTRALIA.—*Waikawa*, Canadian-Australasian Royal Mail Line, July 25.

TO AUCKLAND, SYDNEY, MELBOURNE, AND ADELAIDE.—*Canadian Importer*, Canadian Government Merchant Marine, Ltd., about July 25.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Russia*, Canadian Pacific Railway (Ocean Traffic), about July 21.

TO KOBE, YOKOHAMA, SHANGHAI, TAKU BAR.—*Canadian Exporter*, Canadian Government Merchant Marine, Ltd., about July 27.

TO KOBE, SHANGHAI, HONG KONG, AND MANILA.—*Bessie Dollar*, Robert Dollar Line, about July 27.

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Monteagle*, Canadian Pacific Ocean Services, Ltd., about July 16; *Empress of Japan*, Canadian Pacific Ocean Services, Ltd., about August 11.

TO YOKOHAMA, KOBE, MANILA, AND HONG KONG.—*Talhythibus*, Blue Funnel Line, about July 16.

TO LONDON, HAMBURG, ROTTERDAM, AMSTERDAM, AND ANTWERP.—*Gemdijk*, Royal Mail Steam Packet Company, loading about July 1; *Kinderdijk*, Royal Mail Steam Packet Company, loading about August 1.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code, which will be changed by the 1st of June to the five letter Bentley code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgess, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.

Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Mexico:

Mexico, British Consul General.

Panama:

Colon, British Consul.

Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Spain:

Barcelona, British Consul General.

Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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